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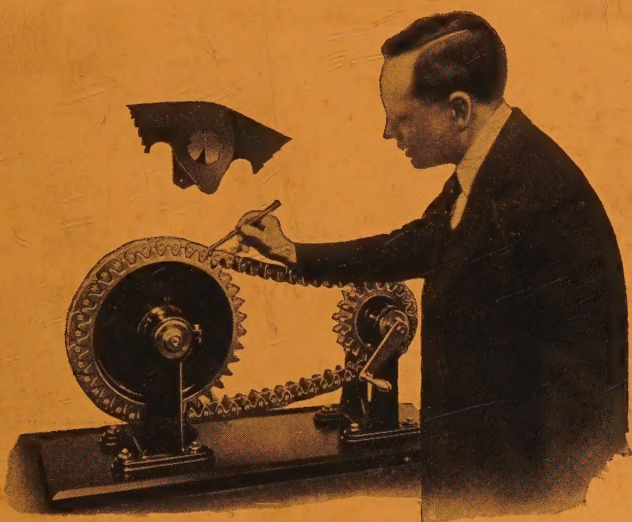
Chicago, Ill., U. S. A., February 10, 1928. Price \$2.00 Per Year. 20 Cents Per Copy.

The Rocker Pin rocks on the Seat Pin as the Morse Chain enters and leaves sprocket

It is the rocking action of the Morse Rocker Joint Silent Chain that accounts for its sustained efficiency of 98.6%. As the chain enters and leaves the sprocket the rocker pin *rocks* on the seat pin, with *rolling* friction instead of the usual *sliding* friction found in all round pin chains. Less friction naturally means less wear and longer chain life, for which Morse Chains are noted.

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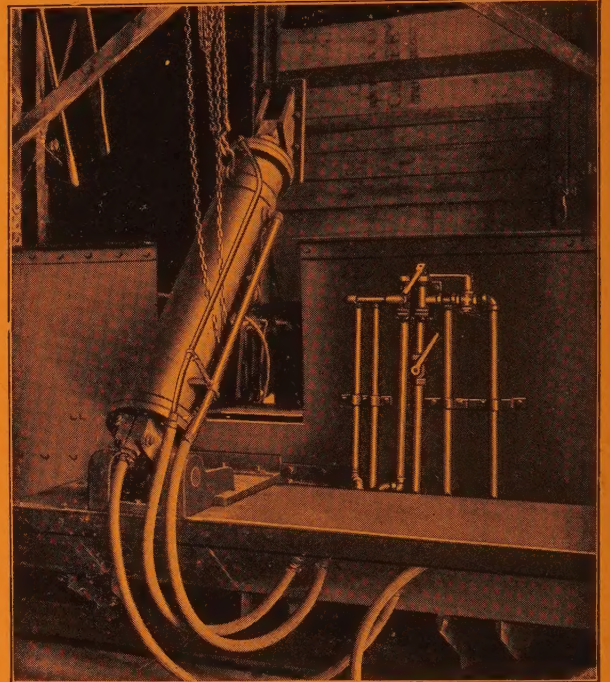
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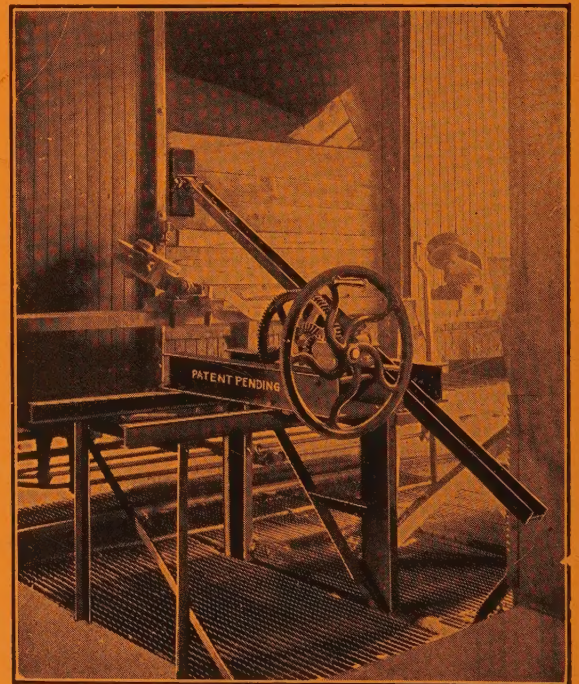


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HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

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Isbell Grain Co., grain merchants.
Kimball Milling Co., grain merchants, pub. storage.
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Tillery Grain & Com. Co., export, bkgm. consignments.*
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West Grain Co., consignments, merchants, brokers.

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Scroggins Grain Co., grain merchants.*
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Stuhr-Seidl, shippers grain and feed.*
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McKay-Reece Co., wholesale seeds & grain.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.*

(Continued on next page.)

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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Hardeman-King Co., millers, grain dealers.*
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Marshall-Masters Grain Co., gr., seeds, mill feeds, hay.
Mid-State Grain Co., The, grain & feed mchts.
Polson Grain Co., mill wheat specialists.
Scannel Grain Co., E. M., grain and feed.
Stinnett Grain Co., grain merchants.*
Vandenburgh, Jesse, milling wheat.
White Grain Co., wheat, corn, oats, kafir.*
White-Richert Grain Co., coarse grain, field seeds.
Winters Grain Co., grain merchants.

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Cole Grain Co., Geo. W., receivers and shippers.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.
Luke Grain Co., grain commission.*

PEORIA (Continued)

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Turner Hudnut Co., receivers and shippers.*
Rumsey, Moore & Co., consignments.*

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Stites, A. Judson, grain and millfeed.*

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Stewart & Co., Jesse C., grain and mill feed.*

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Balbach, Paul A., grain buyers, all markets.

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Gordon Grain Co., grain commission.*

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Branson Co., Ted, corn, oats, kafir, hay.

SAN ANTONIO, TEX.

King, Douglas W., carlot distrbr., hay, grain, seeds.*

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Martin Grain Co., grain commission.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
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Chambers, V. E., wholesale grain.*
Custenborden & Co., E. T., buyers-sellers grain.*
Wells Co., The J. E., wholesale grain.*

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Zahn & Co., J. F., grain and seeds.*

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The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

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This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

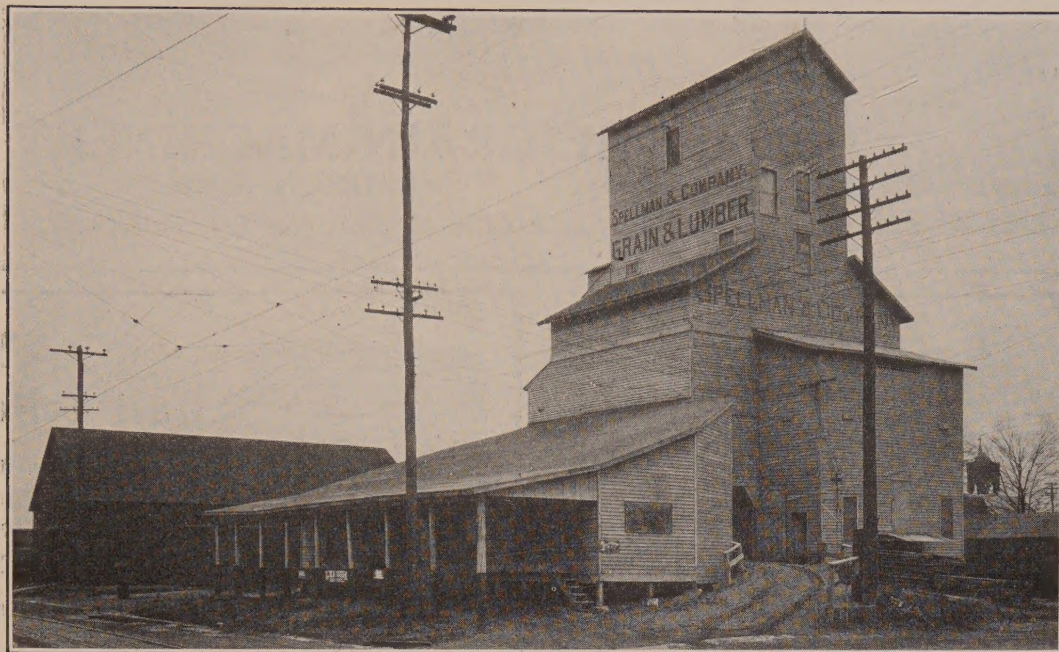
Kamar, Ia.—Enclosed is \$2 for the Journal for a year. I have been with the Quaker Oats firm for 12 years, but still think I can learn something.—H. H. Carson.

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OUR ADVERTISERS OFFER THE BEST.

Nothing is apt
to cost so much
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You men who plan, build, use or pay for machines of any kind, remember this: It costs more to replace a poor bearing than to buy the best one that SKF ever produced. AND SKF ANTI-FRICTION BEARINGS ARE THE HIGHEST PRICED IN THE WORLD.



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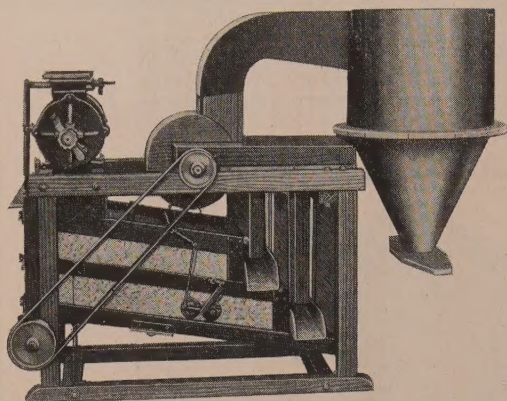
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A grinding machine, a cutting machine, a grader and an aspirator combined in one.

An indispensable unit for every elevator, mill and feed house.

Compact — efficient — inexpensive.

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Webster engineers will gladly consult with you on your grain handling problems.

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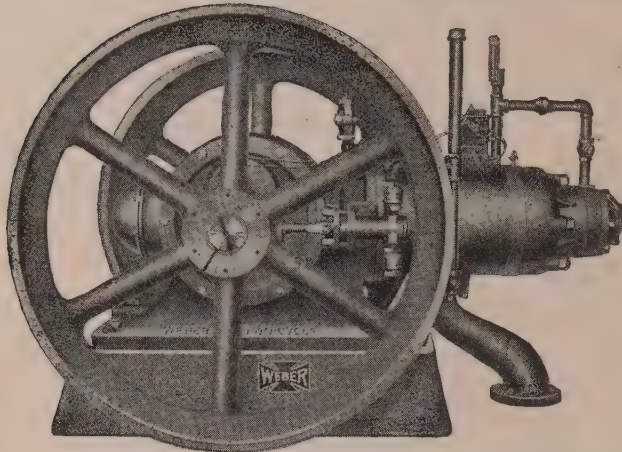
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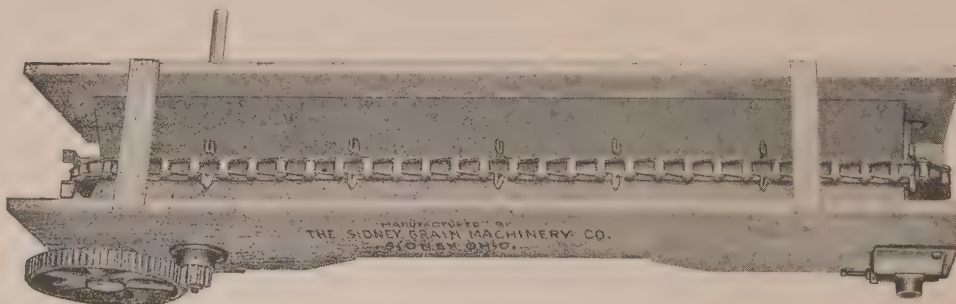
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for use on any hammer mill on all kinds of grain. Will increase capacity of your grinder and reduce labor costs.

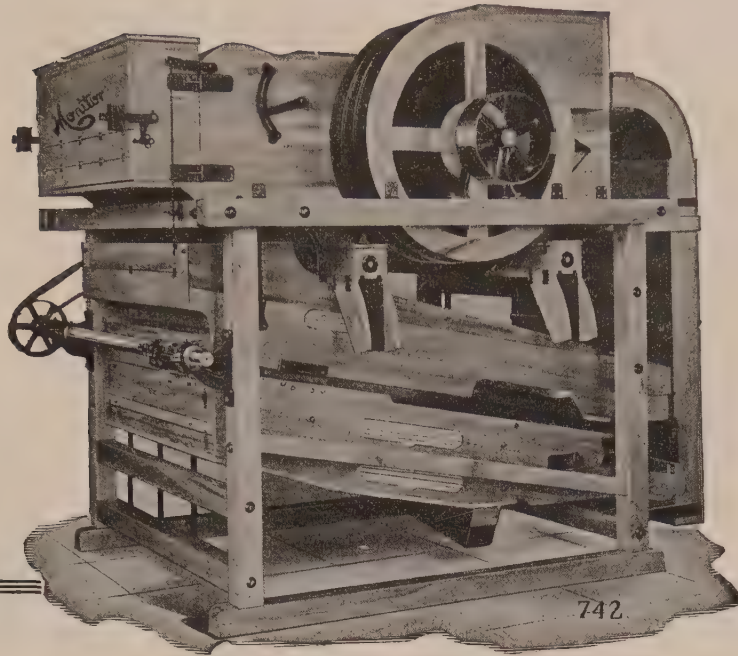


Any length furnished;
special reducing gears;
take up bearings; metal
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High in Quality—Low
in Price.

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GRAIN MACHINERY
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Monitor LOCATION • new
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Deliveries a
Speciality



A Popular Model

A trip down thru Ohio and Indiana, among the grain elevators, would disclose the fact that a large majority of the houses in these states use the MONITOR Corn-Cob and Small Grain Cleaner. A complete list of the users of this machine in those states, would astonish you with its completeness.

Why do they prefer this machine? Well, first of all, because it is a MONITOR for experience has shown them that a MONITOR will always work satisfactorily. Then this model because, without changing a single screen, they can handle and clean over it to perfection, corn or oats or wheat or rye or buckwheat or barley. The machine will handle any of them absolutely without change of screens. Thus, it matters not what comes along, they are all ready for it.

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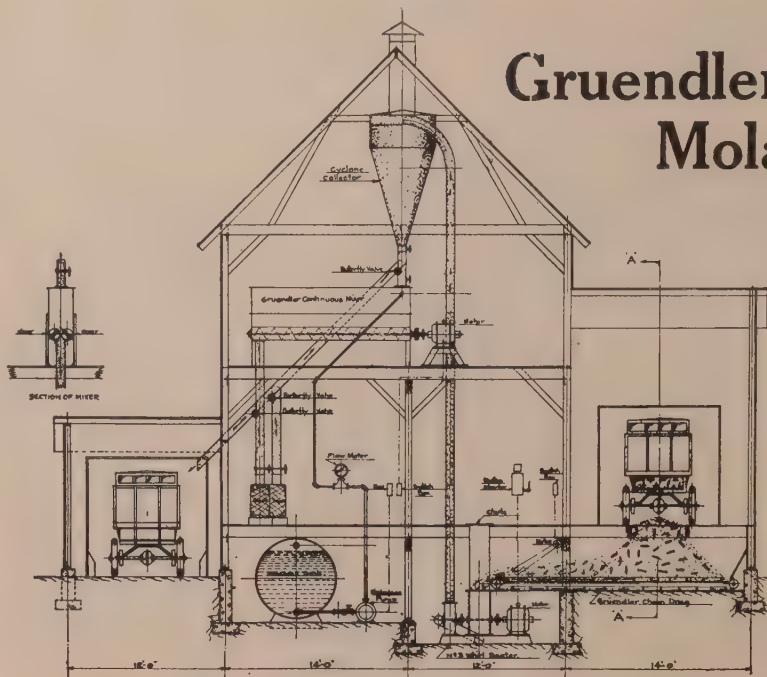
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J. J. Ross Mill Furn. Co.

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Tillsonburg, Ontario

Investigate the Gruendler Custom Grinding- Molasses Mixing Plant



A Gruendler Custom Grinding Molasses Plant Design

You can appreciate the advantage of **GRUENDLER** Molasses Mixing equipment in your feed grinding plant. It enables farmers to come in with a load of grain and go back with same properly ground and uniformly mixed with molasses. As a result you can double your profits without extra labor.

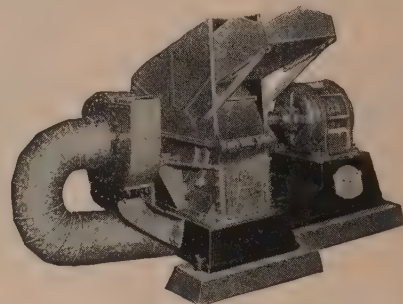
Let us give you further details, send you samples of feed ground on the **GRUENDLER**. Our Engineering Department will be glad to assist you without cost to you.

GRUENDLER PATENT CRUSHER & PULVERIZER CO.

St. Louis, Missouri

For years **GRUENDLER** Feed Grinding and Molasses mixing plants have been most profitable to install. Over 235 complete plants for both commercial and custom purposes have been designed and erected by us.

Investigate the **GRUENDLER** custom grinding and Molasses Mixing plant. Also the new **GRUENDLER** Whirl Beater on cast iron base with new improvements. Your profits depend upon the efficiency of your equipment, and you can only afford the best. There's a reason why **GRUENDLER** equipment is preferred by leading concerns.

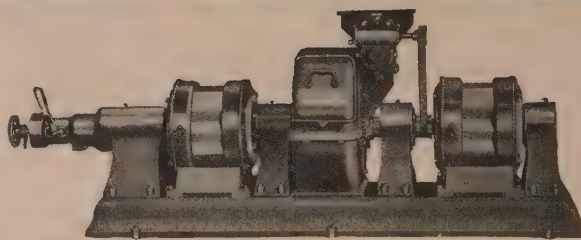


The New Improved Whirl Beater

Over 6800 users have found **GRUENDLER** Hammer Mills efficient and dependable, unequalled for capacity, uniform product and low power cost.

Costs Less to Run — Large Capacity — Grinds Fine or Coarse — Rugged — Best All Around Feed Grinder

Every bit of power applied is used in useful grinding. Our patented method of mounting the ball bearings keeps the grinding plates perfectly true. Unequalled hardness and durability of Monarch plates keep operating cost down to the minimum.



The
Low Cost
Feed Grinder

MONARCH ATTRITION MILL

The
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The sturdiest and best all around feed grinder ever built. Many in use fifteen years and still giving excellent service. Thousands of mills and elevators have increased their profits and built up a satisfied list of customers with a Monarch. It will do as much for you. Nine different sizes with capacities of 1,000 to 12,000 pounds per hour. Catalog ID on request.

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Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt
of price; or on trial to re-
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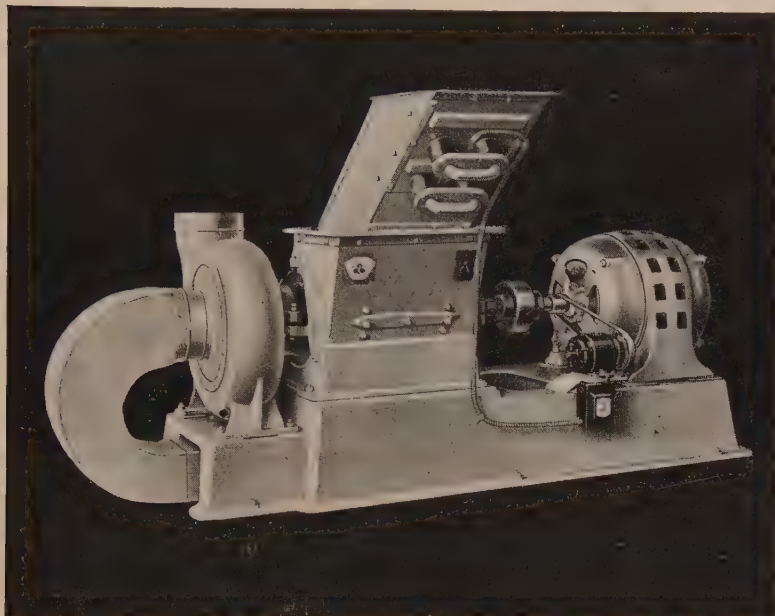
Certain Departments

in this number of the **GRAIN DEALERS JOURNAL** are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.

A Hammer Mill Complete

The new MIRACLE ACE HAMMER MILL has improvements that any man mechanically inclined will at once recognize will reduce power and give efficiency not heretofore attained by hammer mills.

In addition to these features which cut down operating power we are now putting out these mills completely equipped. There is nothing else that you have to buy to make them complete. Every one is provided with an electro magnetic metal catcher, a power drag and all direct driven units have ammeters.



This is our No. 5 SUPER MIRACLE ACE direct connected to a seventy-five horse power motor. It will grind 10,000 pounds of oats or 25,000 pounds of ear corn per hour. We build five smaller sizes.

With their reduced power, their sweetness of operation, the MIRACLE ACE HAMMER MILLS are making more money for their owners than has been made by feed grinders.

Ask for our new booklet, just off the press, "The Miracle Ace." We will be glad to send it.

The Miracle Molasses Process

is a cold molasses process that can be operated without heat in all kinds of weather.

It is inexpensive to install. It is very simple and requires little power to operate. It requires no more labor than is necessary around any feed mill. It is the only process suitable for custom milling. You can put molasses on your customers' feeds as you grind them.

There is $2\frac{1}{2}$ times the profit in operating a feed mill equipped with the MIRACLE MOLASSES PROCESS over a mere feed grinding mill. Besides farmers and feeders will pass up other mills and come miles out of their way to get molasses put on their own feeds. Here is the greatest improvement ever made in the custom feed milling business.

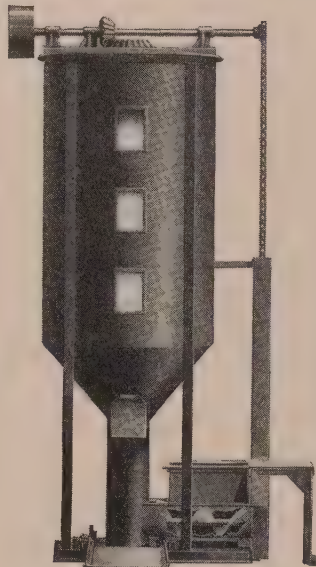
Write us for further information.

The Anglo-American Mill Company

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HAINES COMBINATION MIXER



For the accurate and rapid mixing of dry feeds for stock and poultry.

All steel construction—requires minimum floor space and power — shipped ready to operate.

Convenient — Durable — Efficient.

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WANTED

THE GRAIN MACHINERY CO.

Marion, Ohio

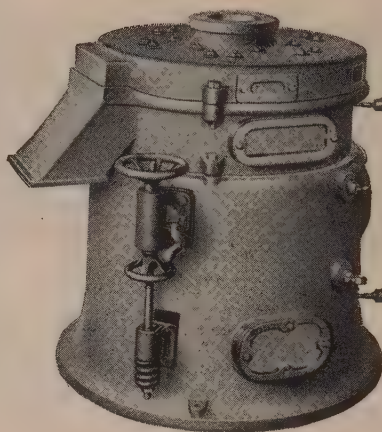
Allis-Chalmers Vertical Grinder

WITH

ENCLOSED

VENTILATED TYPE

MOTOR



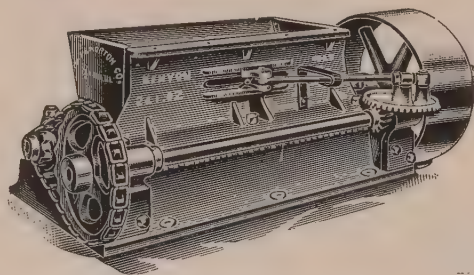
Has all of the features of a double head attrition mill in little space and at low cost.

Allis-
Chalmers
Mfg. Co.

Milwaukee, Wis.

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Farmers are learning the greatly increased value of ground feed. That means more work for you if you are equipped to handle this work rapidly and easily.



KENYON CORN CRUSHER

will crush corn in any condition—with cobs and husks, ready for your attrition grinder. And it does it faster, with less power.

Horseshoes, chain, monkey wrenches, have no effect on the blades.

Write for catalog of this money-maker.

BURGESS-NORTON MFG. CO.

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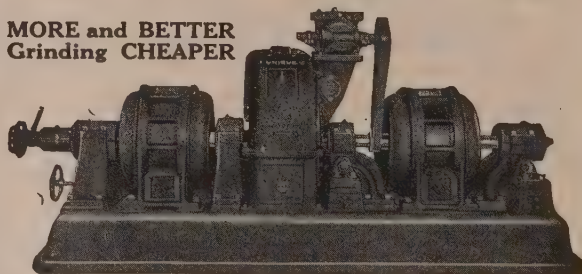
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*For Greatest Profit In
Feed Grinding, Employ The*

UNIQUE BALL BEARING ATTRITION MILL

MORE and BETTER
Grinding CHEAPER



The patented curved arm runnerhead admits of producing a greater volume of grinding.

The tramming device insures uniformity of products at all times.

The improved grinding plates—the high grade ball bearings—and the general substantial construction insure that this increased amount of uniform grinding will be done at the lowest possible cost for general maintenance.

We shall be glad to send you complete description on request. Write us.

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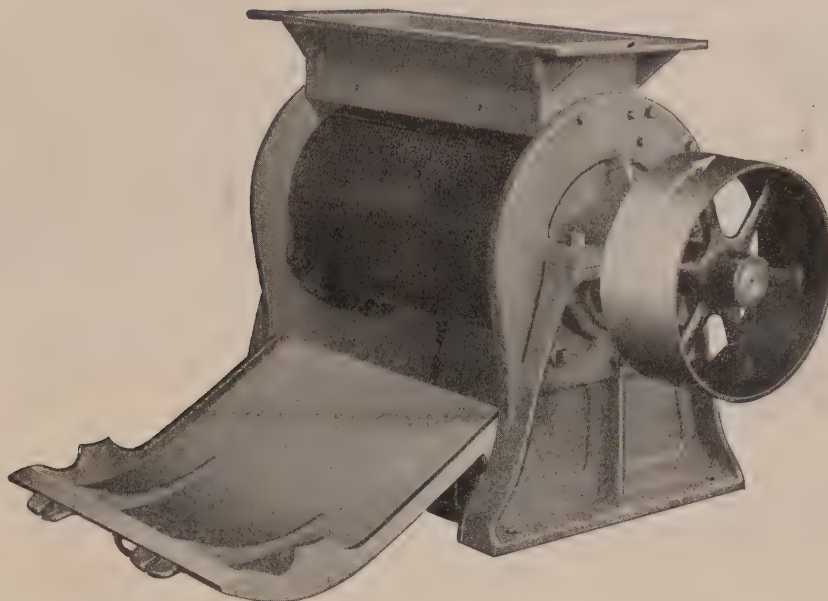
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Eureka Corn Cutter

Steel cut corn, durum wheat, milo maize, peas, millet and kafir corn sell for much better prices than ordinary cracked, ground or milled feed.

The Eureka Cutter

makes a cleaner, brighter and more uniformly sized product than is possible with any other means of reduction. Much less fine residue, no jagged edges or splinters. Cuts corn with excessive moisture perfectly; requires less power. Makes a highly saleable product that

Brings Better Prices

A series of five pictures of our new De Luxe models will be sent to those interested

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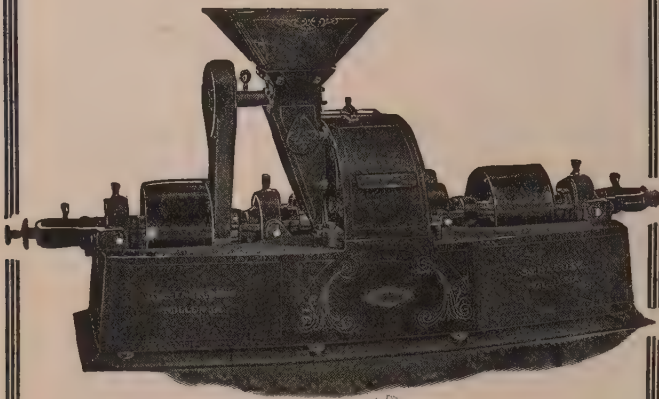
INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

European Branch: 64 Mark Lane, London, E. C. 3, England

The "HALSTED" HAS NO EQUAL



No Seal Rings
Scientific

Positive Feed
Economical

Wick Oiler Bearings

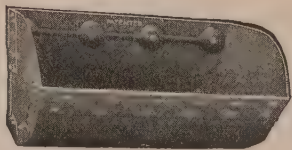
Its best friend is the man who has used other makes.

Grinding Plates alike on both sides, and being reversible, gives FOUR cutting edges.

Highest efficiency at the smallest expense.

THE ENGELBERG HULLER CO.

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- 4—Guaranteed to increase capacity of elevator by simply substituting the cups.
- 5—Our Engr. Dept. gladly at your service.

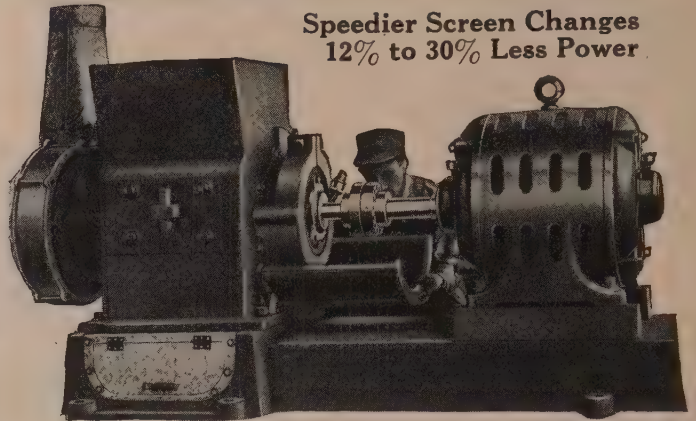
If you have not already received complete information about the advantages of Superior Cups, write today.

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Speedier Screen Changes
12% to 30% Less Power



A New Williams Grinder — The "SPEED KING" —

Finishes grain or ear corn in one operation with 12% to 30% less power (proved by actual comparison). Has quickest method of changing screens—no need to remove cover. 50% heavier ball bearings. Improved hammers and discs, greater weight, no vibration and many other improvements. Eight sizes. Let us send descriptive matter.

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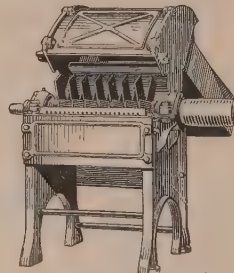
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The W-W Hammer Type Feed Grinder

The World's Greatest Feed Grinder



Distributors Wanted.

Grinds any grain to any fineness—also alfalfa, etc., separately or together. Makes home grown mixed feed. Five sizes, elevator or blower.

Price \$150 to \$450

Most capacity—less power. No loose working parts. Timken roller bearings. 12 years of successful service.

Write for bulletin and samples of ground feed.

The W-W Feed Grinder Co., Manufacturers, Wichita, Kans.

Coal Sales Book

(Improved)
For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 10,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Buyer, Driver, Gross, Tare, Net, Kind, Price, Amount, Cash, Charge.

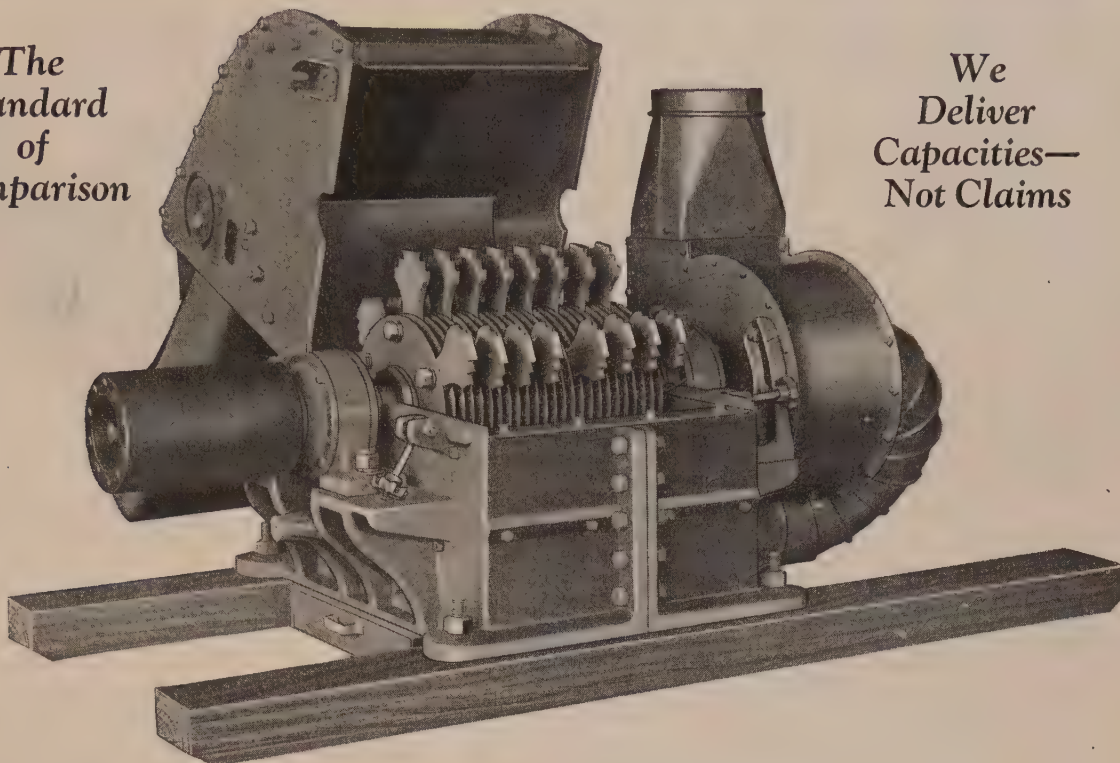
This book is 10½x15¼ inches and contains 200 numbered pages of linen ledger paper. Well bound with best binder board, covered with black cloth, with red keratol back and corners. Weight, 4 lbs.

Order Form 44 Improved. Price, \$4.00.

Grain Dealers Journal

309 So. La Salle St., Chicago, Ill.

The
Standard
of
Comparison



We
Deliver
Capacities—
Not Claims

The Greatest Feed Grinder Ever Made

A New Heavy Duty Grinder

Made larger and stronger, to meet the demand of millers and elevators requiring a larger capacity grinder than the "Jay Bee" Model T Standard or the Model S Direct-Connected.

The "Jay Bee" Clement Special Model "W" is made in two models; belt driven, and direct-connected, requiring 60 H. P. to 100 H. P.

The "Jay Bee" Clement Special is the last word in feed grinder construction. Built on the same general principles and type and sturdy construction as the regular Old Reliable "Jay Bee" Mills, except larger, heavier, and stronger. Truly a mill that will fill a long felt want in the milling industry.

Write for descriptive literature. We can show you how to increase your business



8 Important Reasons

Why Millers and Custom Grinders
Prefer the "JAY BEE"

- 1 All steel construction makes the "Jay Bee" practically indestructible. Free from costly breakdowns. Always ready for service. Always dependable.
- 2 Oat hulls are completely ground into powder—not merely crushed to stick in the intestines, especially in young stock, thereby causing serious illness and often death.
- 3 The "Jay Bee" will grind anything and everything; whereas other types of mills cannot easily handle such popular feeds as pea vines, alfalfa and other hays, ear corn, with or without husks on, corn stalks, cottonseed cake, etc.
- 4 Cool grinding makes the feed more palatable. Feed ground cool on a "Jay Bee" will not spoil in storage or transit.
- 5 Sheds no metal. Does not darken color of material ground.
- 6 Risk of explosion and resulting fire is reduced to practically nothing.
- 7 Foreign objects in your feed cannot injure the mill. Sudden shocks, strains and abuses to which every feed mill is subject will break cast iron but not steel.
- 8 Operation cost per ton, power, maintenance and depreciation are lower than on any other type of mill.

J. B. SEDBERRY, Inc. • 132 Hickory St. • Utica, N. Y.

J. B. SEDBERRY CO., 819 Exchange Avenue, CHICAGO, ILL.

**JAY BEE SALES CO. 446 Live Stock Exchange Bldg., Kansas City, Mo.
311-312 Terminal Warehouse Bldg., Omaha, Neb.**



WINTER'S

Universal Elevator Drive

Operates direct on head shaft.

Self-Oiled, Self Aligned and requires no attention.

Equipped with Timkin anti-friction roller bearings.

Guide Rock, Neb., December 2, 1927.

Clow-Winter Mfg. Co.,
Minneapolis, Minn.

I have been using one of your Winter's Universal Drives for some time and it sure is giving good service. It is far better than any chain or belt Drive.

I have not had one bit of trouble with it; my leg carreis eighteen hundred bushels per hour using a five-horsepower motor—L. W. ELY.

No Chains to Break—No Belts to Slip

CLOW-WINTER MFG. CO.

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WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Lubricating System
Agricultural Gypsum	Magnetic Separator
Attrition Mill	Manlift
Bag Closing Machine	Moisture Tester
Bags and Burlap	Mustard Seed Separator
Bearings { Roller	Oat Bleachers and Purifiers
{ Ball	Oat Clipper
Belting	Pneumatic Conveying Equipment
Bin Thermometer	Portable Elevator
Boots	Power { Oil Engine
Buckets	{ Gas Engine
Car Liners	Motors
Car Loader	Power Shovel
Car Mover	Radio Equipment
Car Seals	Railroad Claim Books
Cipher Codes	Rat or Weevil Exterminator
Claim (R. R.) Collection	Renewable Fuse
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Coal Conveyor	Sample Envelopes
Corn Cracker	Scales
Conveying Machinery	Scale Tickets
Distributor	Scarifying Machine
Dockage Tester	Screw Conveyor
Dump	Self-Contained Flour Mill
Dust Collector	Separator
Dust Protector	Sheller
Elevator Brushes	Siding-Roofing { Asbestos
Elevator Leg	{ Steel or Zinc
Elevator Paint	Silent Chain Drive
Feed Mill	Smut Remover
Fire Barrels	Speed Reduction Units
Fire Extinguishers	Spouting
Friction Clutch	Storage Tanks
Grain Cleaner	Sulphur
Grain Driers	Testing Apparatus
Grain Tables	Transmission Machinery
Leg Backstop	Transmission Rope
Lightning Rods	Waterproofing (Cement)

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

INFORMATION BUREAU

Grain Dealers Journal, 309 So. La Salle St., Chicago



The Super-Standard Writing Machine

THE New Model 6 Remington-Noiseless, with four-row standard keyboard, is justly called "*The Super-Standard Writing Machine*," because it renders a kind and character of service entirely beyond the range of any typewriter of standard construction.

This latest Remington-Noiseless machine performs with the very highest efficiency every productive service required of a typewriter. It has every standard operating feature. It is notable for its light touch, swift and easy action, the uniform excellence of its product, and its capacity for manifold work. And in addition to all of these advantages it confers on every user the priceless boon of quiet.

Business efficiency and human nerves unite in their present-day demand for noiseless typewriting and the New Model 6 Remington-Noiseless is the one and only writing machine which supplies this need.

We will gladly place one of these machines in your office, for examination, without any obligation to yourself.

Remington Typewriter Company

DIVISION OF REMINGTON RAND
Chicago Bldg., State and Madison Sts.
Chicago, Illinois

NEW REMINGTON-NOISELESS
With Four-Row Standard Keyboard

LARVACIDE

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A 100% Exterminator

The Safe Fumigant for
Grain Elevators--Seed Warehouses
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Non-Inflammable
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Sanctioned by Mutual Fire Prevention Bureau
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Territories are open for active responsible distributors

Rid Your Elevator of RATS and MICE

These rodents do millions of dollars' damage in elevators to
sack grain, seeds, feed, etc.

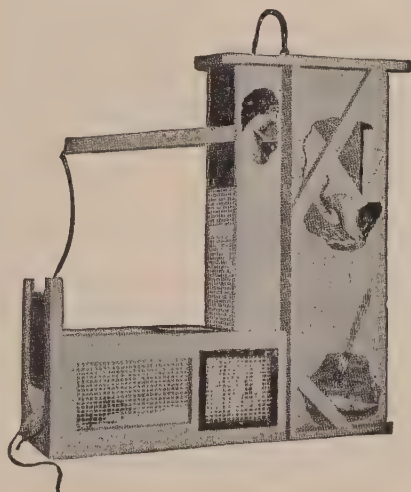
You can eliminate losses
in your plant by using

"PEERLESS"

Automatic Rat and
Mouse Traps.

This Automatic Trap
catches and kills by the
wholesale. Each victim
resets the trap for the
next. Clean, sanitary
and lasts for years.

It has made good under
the most desperate
conditions in thousands of
elevators, seed houses,
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dorsed by leading firms
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Over 150,000 in use.



Write today for full
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Each victim sets the trap or its follower

A. O. Automatic Trap Co.

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Chicago, Illinois



RATINGS

THERE is no guess work in selecting a
Falk Speed Reducer for any job. Each
unit is rated for continuous duty. Each unit
has an efficiency of 96% to 98%, depending on
number of reductions. All ratings embody
100% overload reserve for starting and
emergency.

Falk Speed Reducers are precision built
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a standardized basis. Delivered from stock
with standard ratios.

Selection of the right unit for any job is made
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*Let us quote for comparison
on your present needs*

THE FALK CORPORATION MILWAUKEE,

Detroit	Chicago	Denver	San Francisco	Portland	Minneapolis
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FALK DIESEL ENGINE	FALK HERRINGBONE GEARS	FALK SPEED REDUCERS	FALK FLEXIBLE COUPLINGS	FALK STEEL CASTINGS	





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In Omaha, Neb.—Hotel Fontenelle
350 Rooms—350 Baths

In Lincoln, Neb.—Hotel Lincoln
250 Rooms—200 Baths
\$1.50 to \$3.50

In Sioux City, Ia.—Hotel Martin
350 Rooms—300 Baths
\$1.75 to \$3.50

In Cedar Rapids, Ia.—Hotel
Montrose
390 Rooms—250 Baths
\$1.50 to \$3.50

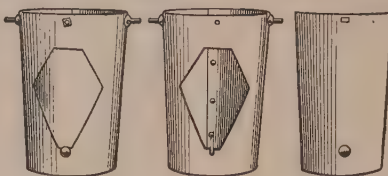
In Sioux Falls, S. D.—Hotel
Carpenter
175 Rooms—100 Baths
\$1.50 to \$3.50

And twelve others
Operated for your comfort by

EPPLEY HOTELS CO.

'Unchanging Rates are Posted in
Every Eppley Room'

Save the cost of whole new spouts



Kewanee Grain Spout

RENEWABLE
BOTTOM

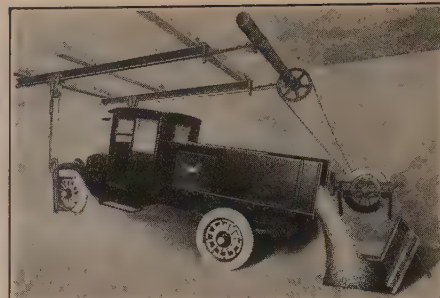
When a bottom wears out slip in a new one. If you wore out a set of bottoms every year the replacement cost would be very little—bottoms for 8" size and smaller cost only 37½ cents each. Each Kewanee section is guaranteed to wear out 12 bottoms.

ORDER ONE ON TRIAL: Give us the outside diameter, or outside rectangular measurements of your down spout, and length of spout wanted. We'll ship a Kewanee. Use it a month or six months. If not satisfactory return it and we'll refund your money.

Kewanee Implement Company

1171 Commercial St.

Kewanee, Ill.



McMillin Wagon & Truck Dump

In the designing and construction of this dump the following vital and necessary points in the dump were given careful consideration:

POWER AND SPEED
DURABILITY AND SAFENESS
EASY AND SIMPLE TO INSTALL
DUMP ANY LENGTH VEHICLE
INTO A STANDARD SIZED
DUMP DOOR OR
BY EXTENDING TRACK DUMPS
INTO ANY NUMBER OF
DUMP DOORS
NO MECHANISM UNDER DRIVE-
WAY FLOOR TO INTERFERE
WITH SINKS OR SCALES
ALWAYS READY FOR OPER-
ATION
ALL MACHINES EQUIPPED FOR
HAND OR POWER OPERATION

The main factor in mind when constructing each individual part of this device was handiness and satisfaction of operation as well as the simplicity and low cost of installation, and a dump that could be installed in practically every elevator.

For Full Information Address

L. J. McMILLIN
525 Board of Trade Bldg.,
Indianapolis, Ind.

10,000 SHIPPERS
Are now using

TYDEN CAR SEALS

Bearing shipper's
name and consecu-
tive numbers.

Prevent
CLAIM LOSSES

Write for samples
and prices

INTERNATIONAL SEAL & LOCK CO.

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**CONE-SHAPE
GRINDERS**

It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." *E. W. Wait, Jacobburg, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue.

N. P. BOWSHER CO., SOUTH BEND, IND.

Drexel, Mo.—I enjoy reading the Journal from cover to cover, advertisements and all, for it contains so much good information and is of such practical value.
—Lannes Long.

YOUR NAME

where every progres-
sive grain dealer will
see it, will convince
them you are in busi-
ness today.

That is in the

Grain Dealers Journal
OF CHICAGO

GRAIN ELEVATOR BUILDERS

GRAIN and COAL ELEVATORS
T. E. IBBERSON CO.
CONTRACTING ENGINEERS
MINNEAPOLIS, MINN.

L. J. McMILLIN
Engineer and Contractor of
GRAIN ELEVATORS
Any Size or Capacity
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Specialists in

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Our elevators stand every test
Appearance, Strength, Durabil-
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Estimates and information promptly furnished

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CRAMER BUILT

elevators have won the con-
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dealers for long and economical
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**W. H. CRAMER
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GRAIN TRADERS

Send for "Investment Buying", a 50-
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profits made in fifteen years of trading
in grain (by years). Experience—not
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Tells:

Safe quantities to trade in according
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successful traders; Seasonal trends; Cal-
endar trading; Market factors; Effect of
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Ainsworth's Financial Service

Box G

Mason City, Ill.

GRAIN ELEVATOR BUILDERS

RELIANCE Construction Co.

Board of Trade, Indianapolis

Designers and Constructors
of the better class of grain elevators
—concrete or wood

Younglove Construction Company

Grain Elevators, Transfer Houses,
Coal Pockets, Feed Plants
Wood or Fireproof Construction

**"If Better Elevators are Built
They will STILL be Youngloves"**

SPECIALIZING
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,
Sioux City, Iowa

Box 1172
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THE VALUE

OF AN ADVERTISEMENT

Depends upon placing it before the
right persons. You can get your adver-
tisements before the grain dealers of the
country by using this space.



Patented

Folwell-Sinks Form Lifting

Jacks and Steel Yokes

for Grain Elevator, Silo
and Coal Pit Construction

Write for literature and prices

Manufactured and Sold by

NELSON MACHINE CO.

WAUKEGAN, ILL.

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Elevators
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SABETHA,

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Designers and Builders

Modern Mills, Elevators
and Industrial Plants
SPRINGFIELD, MO.

DESIGNERS

of Grain Elevators, Flour Mills

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It Pays to Plan Before You Build

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1207-8-9 LANDRETH BUILDING ST. LOUIS, MISSOURI

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SHEET METAL WORK
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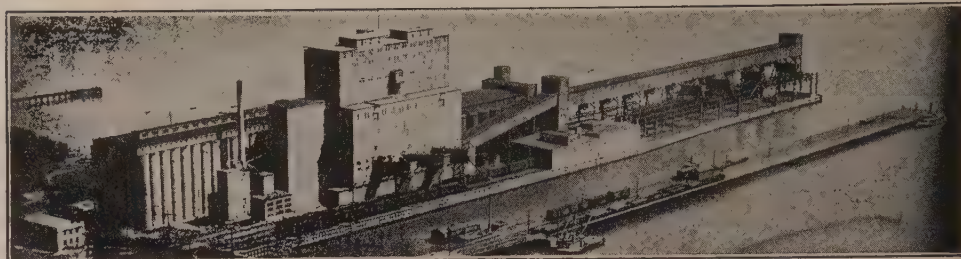
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permits the maximum of service to our
readers. Please specify the
Grain Dealers Journal
when writing an advertiser



OUR IMPROVED ELEVATOR EQUIPMENT
gives most satisfaction to the user, eas-
iest installed and best for the contractor.
Write for information and quotations.

New Riegel, O.—The Grain Dealers
Journal certainly is good reading and I
could not tell you how to improve it.—

Capacity
5,000,000
Bushels



Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

JAMES STEWART CORPORATION ENGINEERS AND CONTRACTORS

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One of Several Elevators

Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator	Port Arthur
The Jas. Richardson & Sons Elev.	Port Arthur
The Northwestern Elevator	Fort William
The Great Lakes Elevator	Owen Sound

THE BARNETT-McQUEEN CONSTN. CO., LIMITED

Designers and Builders of Grain Elevators

Fort William, Ont.

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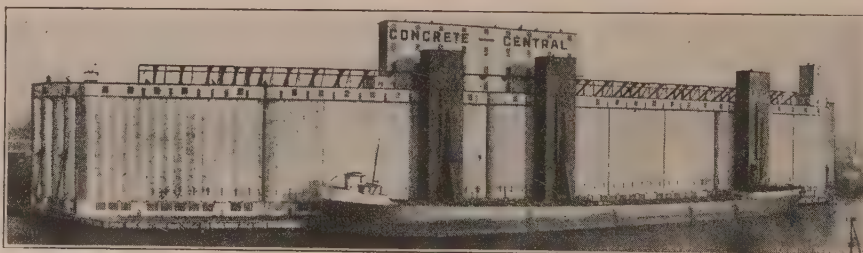


FOLWELL-AHLSKOG COMPANY Engineers and Constructors

323 North Michigan Avenue
CHICAGO, ILLINOIS, U. S. A.

3,000,000 Bushel Concrete Grain Elevator
Designed and Built for
A. E. Staley Mfg. Co., Decatur, Ill.

Operated by
The Eastern Grain,
Mill and Elevator
Corporation



Concrete-Central
Elevator, Buffalo,
N. Y.
Capacity
4,500,000 Bushels

Designed and Built by

Monarch Engineering Company Buffalo, N. Y.



Enid Terminal Elevator Co.

Enid, Oklahoma

Capacity, 1,100,000 bushels

An exact duplicate of this elevator was also designed and built by us for

Southwest Elevator Co., Enid, Okla.

Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

708-9 Mutual Building

Kansas City, Mo.



The Baltimore & Ohio R. R. Co.'s
Baltimore, Md.

Terminal Grain Elevator

Capacity 3,800,000 Bushels

*The Most Rapid Grain Handling
Plant in the World*

Constructed by

THE M. A. LONG CO.

Engineers and Constructors

Grain Elevator Department

The Long Bldg. - Baltimore, Md.
Postal Tel. Bldg. - Chicago, Ill.

2,500,000 Bu. Terminal Grain Elevator

Designed for

The Philadelphia Grain Elevator Company

Port Richmond

BY

FEGLES CONSTRUCTION CO., Ltd.

ENGINEERS—CONTRACTORS

Minneapolis, Minn.

Fort William, Ont.



Santa Fe Elevator "A"

Kansas City, Kans.

Capacity
6,500,000 Bushels



John S. Metcalf Co.

Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago 434 St. Francois Xavier St., Montreal 837 W. Hastings St., Vancouver, B. C.
33 Henrietta Street, Strand, London, England

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

MICHIGAN—Elevator and coal sheds for sale in good Southern Michigan town; includes 25 bbl. mill. A. D. Hughes Co., Wayland, Mich.

CENTRAL IOWA—20,000-bu. grain elevator in excellent territory for quick sale; town is on two railroads; one other elevator. 60C6, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—15,000 bu. well built elevator, splendid condition and location. Good coal business. Price \$5500. Address 60B14, Grain Dealers Journal, Chicago, Ill.

INDIANA—Grain, coal, grinding business, all or part; modern elevator, electric power; 25 miles from Indianapolis on interurban and Penna Ry. Write Burl Finch, 314 W. Maryland St., Indianapolis, Ind.

CENTRAL INDIANA—360,000 bushel capacity concrete elevator with usual appurtenances and shipping facilities. Write U. S. Lesh, Receiver, 710 Continental Bank Bldg., Indianapolis, Ind.

NEBRASKA—Have a 50,000 bu. cribbed elevator doing a good cash feed business of \$4500 to \$6000 a month and about 80-125 cars of grain a year. Price is \$10,000.00. Address 60A12, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 59Z6, Grain Dealers Journal, Chicago, Ill.

EASTERN KANSAS—20,000-bu. cribbed elevator, 60 miles from Kansas City, in good town of 1,500. Electric power; hopper scales; sheller; cleaner; grinder; manlift; office and scales detached. Coal business included. All in good condition. Excellent corn crop and large wheat acreage. Liberal terms. Selling on account of age. Address 60C7, Grain Dealers Journal, Chicago, Ill.

INDIANA—Well equipped grain elevator for sale, hammer and roll grinders, equipment for 40 bbl. flour mill, steam power; in good condition; metal sided and roofed, three storied frame building 50x65, coal yard, siding to building and coal yard; good wheat and buckwheat territory. Owner retiring on account of age and will sell at a bargain. Also 45 K.W.D.C. Generator for sale. Write for further particulars as to terms, etc. **HOLTON MILLING CO.**, Holton, Ind.

MISSOURI—Two grain elevators for sale, good locations close to Kansas City on main line railway. One 80,000 bu. capacity cribbed elevator in county seat, ten miles distant from other 50,000 bu. capacity concrete elevator. Both on same railway and connected with concrete slab No. 50. Both doing good business in corn, oats, wheat, feed, seeds, flour, fence, etc. Good farming and excellent dairy country. Address Mrs. Jesse J. Culp, Warrensburg, Mo.

MICHIGAN—15,000 bu. grain elevator, attrition feed mill, bean business, lumber yard, coal yard, good feed and flour exchange business, wire fence and posts, all kinds of building material. Electric power, cheap rate of 1½ to 3c per KWH, 12 motors in elevator, one motor in coal unloading machine. Situated in the heart of Michigan's good farming country on pavement M. 16, 20 miles east of Lansing. Want to retire after 35 years at the business. Write Charles Cool, Webberville, Mich.

ELEVATORS FOR SALE.

ILLINOIS—60,000 bu. concrete elevator for sale, electrically equipped. Address Farmers Elevator Co., Mansfield, Ill.

CENTRAL ILLINOIS—20,000 bu. cribbed elevator in excellent condition, doing good business. \$8,000 if taken quickly, good terms. Address 59W22, Grain Dealers Journal, Chicago, Ill.

CENTRAL OHIO—10,000 bu. capacity elevator for lease, sale or exchange. Electric power; two acres of land, private ground. L. B. Griffin, 1065 S. Ohio Ave., Columbus, Ohio.

EAST MICHIGAN—Well equipped elevator for sale; coal, feeds and other good side lines; grist mill attached. A splendid opportunity for a dealer with moderate capital. For full information address 59W16, Grain Dealers Journal, Chicago, Ill.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

NORTH CENTRAL NEBRASKA—Modern 25,000 bu. cribbed elevator for sale in excellent grain territory. Electrically equipped and so arranged that it can be easily operated by one man. Priced right. Address The Cornbelt Lumber Co., Lincoln, Nebr.

NORTHERN ILLINOIS—Grain elevator, coal and lumber business for sale; small village in rich farming territory. Big earnings 1927. Buildings good, stock stable, credits safe. Retiring. Half price. Holcomb-Dutton Lumber Co., Sycamore, Ill.

IOWA—40,000 bu. elevator on main line of Rock Island R. R. between Des Moines and Omaha. Good town, good territory, good crops, best coal business in town. Sickness forces this sale. Boys, it's worth the change. Address 60A4, Grain Dealers Journal, Chicago, Ill.

CENTRAL IOWA—25,000 bu. capacity grain elevator in first-class condition. with all modern equipment, handling 250,000 to 325,000 bu. annually; also handling coal and feed. In an exceptional trade territory and a real buy. Ill health only reason for selling. Address 60B4, Grain Dealers Journal, Chicago, Ill.

KANSAS—On account of health the owner will sell 12,000-bu. iron clad elevator, also small flour mill fully equipped, Jay Bee hammer mill, Nordyke-Marmon three high rolls, Baker ice machine and ice storage, 300-ton coal storage, barn and five lots. Electric power. Only grain and ice business in town of 750. Over 150,000 bu. of grain shipped in past six months. Address 60C9, Grain Dealers Journal, Chicago, Ill.

PARTNER WANTED

YOU CAN SECURE a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

ELEVATORS FOR SALE

KANSAS—75,000-bu. elevator, warehouse and feed mill; large established trade; located in one of the best cities in Kansas. Terms—trade. 60C15, Grain Dealers Journal, Chicago, Ill.

CHOOSE YOUR ELEVATOR from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

ELEVATOR FOR SALE OR RENT

EAST CENTRAL ILLINOIS—35,000 bu. well equipped grain elevator; one other privately owned elevator at station. Annual business of station about 500,000 bushels. Address 59P9 Grain Dealers Journal, Chicago, Illinois.

ELEVATOR FOR SALE, LEASE OR EXCHANGE

MISSOURI—New, well equipped grain elevator in good small town, 60 miles S. E. of K. C. on R. I. Ry., for sale, lease or exchange for property near K. C. Write me your real estate or business wants. Kansas City suburban my specialty. Todd M. George, Lee's Summit, Mo.

ELEVATORS WANTED

WANTED—Elevator at good station near Chicago. Address 59V3, Grain Dealers Journal, Chicago, Ill.

WANT TO BUY OR LEASE an elevator at good station in N. Indiana. Prefer one with good side lines in fair sized town. Will pay cash. 60B8, Grain Dealers Journal, Chicago, Ill.

LARGE ELEVATOR FIRM with headquarters at Kansas City interested in buying 15 to 20 country elevators. Must be good locations and reasonably large houses. Can pay cash. Address 60A3, Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED in Indiana or Ohio, with Indianapolis or Chicago terminal, in exchange for farm. Will sell farm or trade for interest in elevator and take charge. What have you? Willis Samuel, Independence, Ind.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. **READ and USE THEM.**

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

SAMPLE ENVELOPES.

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

BUSINESS OPPORTUNITIES.

MINNESOTA—Grain, coal and implement business for sale in good live town. Address 60C17, Grain Dealers Journal, Chicago, Ill.

WILL SELL HALF INTEREST in good grain, feed, seed and grinding business; located in good town in Northern Indiana. Address 59Z2, Grain Dealers Journal, Chicago, Ill.

MISSOURI—Wholesale and retail milling and feed business in city of 3500, no competition; steam and electric power; \$85,000 average yearly business. First-class condition. \$28,000 and stock invoice. Terms. Mielke Bros., Danville, Ill.

KENTUCKY—Large modern feed plant for sale, five story and basement, brick and concrete mill building and concrete elevator 125,000 bu. adjoining—also other warehouses—complete plant—splendid location, advantageous transit and reshipping privileges. Best of reason for selling. Blue Grass-Elmendorf Grain Corp., Lexington, Ky.

SITUATION WANTED.

POSITION WANTED as bookkeeper and assistant manager. Three years' experience. J. A. Polk, Mansfield, Ill.

EXPERIENCED MANAGER of country elevator ready for work at once. Married, age 43. Efficient. A-1 reference. Write 60B10, Grain Dealers Journal, Chicago, Ill.

TRAVELING POSITION WANTED in grain, feed or milling trade. Ten years' experience; best of references; services available March 1st. R. J. C., 3344 Monroe, Kansas City, Mo.

POSITION WANTED as manager of farmers elevator, ten years' experience, familiar with the handling of grain, lumber and other side lines, prefer Ill. or Ind. Good ref. Address 60B3, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by executive manager and sales manager with 19 years' experience in the manufacturing and selling of animal and poultry mixed feeds. Gilt edge references. P. O. Box 595, Memphis, Tenn.

POSITION WANTED as manager of elevator for line company. Have had fifteen years of experience in grain trade. Prefer a place that has side lines of coal, feed and feed grinding. Will be ready for position July 1st. Address 60A18, Grain Dealers Journal, Chicago, Ill.

RESULT PRODUCING farmers elevator manager with 17 years' successful record desires position with good company. Good grain man, good accountant, experience in all side lines, can manage big business, good mixer with public. Illinois or Indiana preferred. Address 60C16, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED—An experienced accountant desires to connect with reliable grain or milling concern. At present am employed by large concern (not in grain or milling) as head of the accounting department, but wish to get back in the grain or milling business in any capacity. Have had eight years' experience in the grain and feed business. Will make change only on 30 to 60-day notice to my present employers. Can make small investment. Write P. O. Box 176, Sioux Falls, S. Dak.

FUNNY EXPERIENCES.

FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.

HELP WANTED.

WANTED—Experienced feed, seed and flour salesman to travel in Western Minnesota. Address Jameson, Hevener Co., St. Paul, Minn.

OLD ESTABLISHED FIRM manufacturing complete line of animal and poultry feeds wants a man with some executive and feed selling experience. The Dadmun Co., Whitewater, Wis.

SCALES FOR SALE.

FOR SALE—Six-bushel Fairbanks Automatic scale in excellent condition. Would be interested in trading in on a small corn sheller. Address Wayne Bros., Little York, Ill.

RICHARDSON Automatic Scales, 4 to 8 bu capacity for sale; fine condition. Also R. R track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

FOR SALE—Four 1600-bu. Fairbanks-Morse hopper scales; type register beam. These scales were installed in 1922 by the Santa Fe Railroad in an elevator, which has been dismantled. If you are in the market, you will save money. J. Goldberg & Sons, Inc., 800 E. 18th St., Kansas City, Mo.

SCALES WANTED.

WANT 10 to 15 ton used platform scale. Heywood Lumber Co., Quimby, Iowa.

RICHARDSON AUTOMATIC SCALES bought and sold. Address 60C18, Grain Dealers Journal, Chicago, Ill.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

ENGINES AND BOILERS FOR SALE

FOR SALE—40 hp. Lauson Kerosene Engine, guaranteed in A-1 condition, for only \$250.00. Write E. R. Klinner, Stetsonville, Wis.

FOR SALE

Two 350 hp. Atlas Water Tube Boilers. Two 350 hp. Heinie Water Tube Boilers. Nine 150 hp. Erie Shell Return tubular boilers. Save money. Communicate with J. Goldberg & Sons, 7500 Independence Ave., Kansas City, Mo.

SEEDS FOR SALE

FOR SALE—New crop timothy seed, \$4.00 per cwt. Purity 99.50, germination, 94. J. W. Richards, Ferris, Ill.

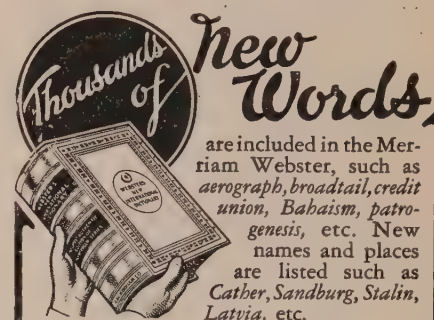
Bargain Sale in Soiled and Shelf Worn Books.

One Record of Purchase and Sales Contracts—A ready reference record which will enable the dealer to determine instantly whether he is long or short any kind of grain. Ruled and printed on linen ledger paper, 100 double pages, space for recording 3,300 purchases and 3,300 sales. Regular price \$3.00. Will sell this slightly soiled copy for \$2.00 plus postage and insurance—weight 2½ lbs. Order 18 P&S, Special.

One Clark's Decimal Wheat Values reduces any weight from 10 to 100,000 pounds to bushels of 60 lbs. and show the value at any price from 50c to \$2.39. These tables have the widest range of quality and price, are so compact and so convenient no Wheat Handler can afford to attempt to do business without them. Printed on linen ledger paper, 40 pages, size 9x11½ inches. Shipping weight 1 lb. The soiled copy will be sold for \$1.50 plus postage and insurance. Order 33X, Special.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,
309 So. LaSalle St., Chicago, Ill.



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GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

State.....

MACHINES FOR SALE.

FOR SALE—Small feed and flour mill machinery, complete outfit and in good condition. located in Eastern Minnesota. Address 60C1, Grain Dealers Journal, Chicago, Ill.

FOR SALE—One new No. 3 Cutler Steam Drier with wood frame; will be sold very cheap. The Federal Foundry Supply Co., 2639 E. 79th Street, Cleveland, Ohio.

FOR SALE—1 Carter Disc Cleaner, 200 bus. cap.; good as new; 1 J-B No. 2 Hammer Mill, used 2 months; 1 9x24 Northway Roller Mill in good running condition. J. P. Mattson, Hoffman, Minn.

WESTERN GYRATING Cleaner, No. 30; largest size; used only a short time; first class condition. Cost \$750, will sell for \$125 f.o.b. Ohio point. Act quick. Address 60B19, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Large capacity corn sheller and cleaner combined, complete with shafting, elevator leg, belting and pulleys. Also fifteen horse electric motor with starter box, etc., used one season. Syler & Syler, Nappanee, Ind.

FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

SAVE POWER—REDUCE FIRE RISK

By installing Used or New Ball or Roller Bearing Hangers and Pillow Blocks at very low prices.

Transmission Machinery Co., Chicago, Ill.
FOR EXAMPLE—Limited number of A-1, 2 7/16" SKF used Pillow Blocks—\$12.50 each at Transmission Machinery Co., Chicago, Ill.

NEW AND USED MACHINERY FOR SALE

Two 22-in. double head Bauer ball bearing, motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, capacity 1,200 bu. per 24 hrs.; several double stands 9x24 and 9x30 roller mills; 1 Weller 12x24 in. steel elevator leg, approximately 180-foot centers, excellent condition. For reasonable quotations on all kinds of mill and elevator equipment write or wire STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

MACHINERY BARGAINS.

One new Hughes Hammer Mill direct connected; one Hughes belt driven Hammer Mill; No. 4 Jay Bee Hammer Mill; a small Gruendler Mill; 20" motor driven Monarch attrition mill; 24" motor driven Dreadnaught Mill; 22" Bauer Bros. Mill; 16, 18, 20 and 24" single head ball bearing attrition mills; corn crackers and graders, corn crushers, corn shellers, new and used; 1000 lb. Vertical Batch Mixer (new and used); one Day Mixer for pancake flour; horizontal mixers; one Burton mixer; a few roller bearings; one Invincible ball bearing cleaner; 2 and 3 pr. high feed rolls. Pulleys, hangers, shaftings, three driers, four water wheels. Everything for the elevator and feed mill. Write your wants. A. D. Hughes Co., Wayland, Mich.

REAL BARGAINS.

Promot Attention **Quick Shipments.**
When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

SPROUT, WALDRON & CO.,
9 S. Clinton St., Chicago, Ill.

MACHINES WANTED.

WANTED—Second-hand bag closing machine suitable for sewing bags up to 100 lbs. Must be in first-class condition.
Geis-Price Elevator Co., Enid, Okla.

MACHINERY FOR SALE OR TRADE.

FOR TRADE—I have a 15 hp. National Acme oil engine that I would like to trade for a 15 hp. single-phase, 60 cycle, 220 volts motor. This engine is in splendid condition, clutch attached to fly wheel, water tank, pipes and fittings, and blow torch.

J. ROBINSON, PERRYVILLE, IND.

CORN COBS WANTED

COARSELY GROUND Corn Cobs in Car Lots wanted from stations having fair freight rate to Buffalo, New York City and Dallas, Texas. How many car loads can you supply per month and at what price per ton? Address 60C10, Grain Dealers Journal, Chicago, Ill.

SEEDS FOR SALE—WANTED

FOR SALE—Illinois grown red clover, alsike, and mammoth clover. J. W. Richards, Ferris, Ill.

FOR SALE — Hog, early fortune, Siberian, common and white wonder millet seed, also Sudan and cane seed. Straight or mixed cars. Write or wire for samples and prices. Reimer Smith Grain Co., Holyoke, Colo.

RICE FOR SALE

CHOICE HEAD TABLE RICES at \$4.50 per 100 lbs. to car lots. Have all rice grain products. J. P. Hoyt, Estherwood, La.

HAY FOR SALE—WANTED

GET FULL MARKET value for your hay and straw. Ship to John Devlin Hay Co., Inc., 192 N. Clark St., Chicago, Ill.
ALFALFA HAY for sale.
Write for delivered prices.

GRAIN WANTED.

WE ARE IN THE MARKET for Oat Clippings and Grain Screenings of all kinds. Leeson Grain Co., Inc., Buffalo, N. Y.

HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS.

Fifty white bond originals, machine perforated, easily removed without tearing, and 50 manila duplicates, bound in heavy hinged press-board covers, with two sheets of carbon, size 5½x8½ inches. Order Form 3SN. Price 75c. Weight 8 ounces.

Clark's Decimal Wheat Values cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 ozs. Order Form 33XX. Price \$2.00.

Leaking Car Report Blanks bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

Clark's Decimal Grain Values saves time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09; for wheat, clover, peas and potatoes, 30 cents to \$1.59; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form 36. Price \$5.00. Weight 1¼ lbs.

Confirmation Blanks, Triplicating, will enable you to avoid disputes, differences and prevent expensive errors. Space is provided on our Confirmation Blanks for recording all essential conditions of each trade. You retain tissue copy, sign and send original and duplicate to customer. He signs both and returns one. Fifty confirmations in triplicate, bound in press-board with two sheets of dual faced carbon, size 5½x8 inches. Order Form 6CB, 90 cents. Weight 9 ounces.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL

309 So. LaSalle St., Chicago, Ill.

Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net	

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight. 4 lbs.

Grain Dealers Journal

309 So. La Salle St. Chicago, Ill.

SEEDS FOR SALE—WANTED

J. G. PEPPARD SEED COMPANY

Buyers SEEDS Sellers
ALFALFA, CLOVER, BLUE GRASS, SWEET CLOVER

KANSAS CITY, MO.

Crabbs Reynolds Taylor Company

CRAWFORDSVILLE, INDIANA

Buyers and Sellers
CLOVER AND TIMOTHY SEED—GRAIN

Tobin-Quinn Seed Co.

Kansas City, Mo.

THRESHERS & CLEANERS
HIGH GRADE MISSOURI BLUE GRASS

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DES MOINES, IOWA

Field and Grass Seeds

KELLOGG

SEED COMPANY
MILWAUKEE, WISCONSIN

FIELD AND GRASS SEEDS

LOUISVILLE SEED COMPANY, Inc.

Louisville, Kentucky

Buyers and Sellers of All
Varieties of Field Seeds

Headquarters for Redtop Orchard
Grass and Kentucky Blue Grass

North American Seed Co.

MILWAUKEE, WIS.

CLOVERS—TIMOTHY
ALFALFA

Get our samples and prices before buying

ED. F. MANGELSDORF & BRO.

Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder,
Seeds Sudan Grass, Soy Beans, Cow Peas
St. Louis, Missouri

SEED CORN

95% Germination Guaranteed

Adaptable, hardy, purebred
strains of Reid's Yellow Dent,
Krug, Western Plowman,
Early Yellow Dent, Silver
Mine, and Johnson County
White.

Wire or write for dealers'
proposition.

W. T. Ainsworth & Sons
Mason City, Illinois

SWEET CLOVER SEED

We are large handlers of this commod-
ity and are always ready to quote on
carloads or less.

Also Bromus Inermis, Slender Wheat
Grass, Red Clover, Alsike, and Timothy.



FARGO SEED HOUSE
FARGO NORTH DAKOTA



WE SPECIALIZE IN

ALFALFA BLUE GRASS

SUDAN MILLET and CANE

WRITE FOR SAMPLES AND PRICES

RUDY-PATRICK SEED CO.
Kansas City, Mo.

L. TEWELES SEED CO.

Distributors of

BADGER BRAND SEED

Milwaukee, Wisc.

BUCKEYE BRAND FIELD SEEDS

Strictly No. 1 Quality

The J. M. McCullough's Sons Co
CINCINNATI OHIO

COURTEEN

Seed Company

Weekly Price List on Request.
Milwaukee, Wis.

CORNELI

Seed Company

Saint Louis, Missouri

FIELD—GRASS—GARDEN SEEDS
Weekly Price List on Request

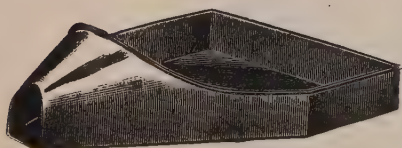
Receiving and Stock Book

Form 321 is designed for keeping a record of each kind of grain received at a country elevator in a separate column so that the buyer by adding up columns may quickly determine the number of bushels of each kind of grain on hand. Columns are also provided for date, name, gross, tare, net pounds, price, amount paid and remarks.

The book is printed on Linen Ledger paper, well bound with keratol back and corners. Each of its 160 pages is 9x12 inches, giving room for recording 3200 wagon loads. Weight 3 lbs. 5 oz. Price \$3.00.

Grain Dealers Journal 309 South La Salle St., Chicago, Ill.

SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities. Grain Size, $2\frac{1}{2} \times 12 \times 16\frac{1}{2}$ ", \$2.00. Seed Size, $1\frac{1}{2} \times 9 \times 11$ ", \$1.65.

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GRAIN DEALERS JOURNAL, 309 So. LaSalle St., Chicago, Ill

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Carrying money to the bank becomes a habit with Advertisers who regularly use the advertising pages of the GRAIN DEALERS JOURNAL.

Large Scale Grain Cleaning at a New Low Cost

Two major grain cleaning operations are done in one run thru the Big 5 Carter Disc Separator.

This machine is especially built for terminal elevators. It employs the patented Carter Squirrel Cage Scalper, and the famous disc method of separation, used by elevators and mills throughout the world.

Big Capacity

Low power requirements—simple adjustments—practically automatic in operation—a machine that introduces entirely new standards of grain cleaning efficiency and economy.

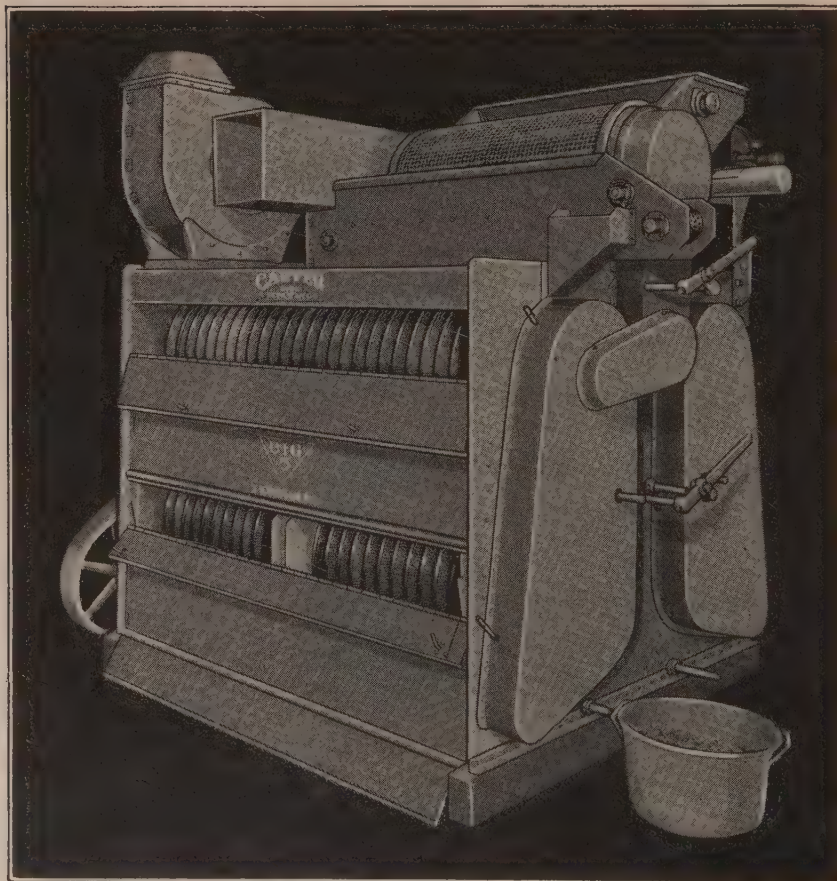
Carter-Mayhew Mfg. Co.

611 19th Ave. N. E.

Minneapolis, Minn., U. S. A.

America's Largest Manufacturers of Grain Cleaning Equipment

Big 5 Terminal **CARTER** DISC SEPARATOR



GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, FEBRUARY 10 1928

HERE IS a new and a good one. A Pennsylvania grain commission merchant offered silver loving cup to the person in a nearby community rendering the greatest service to the community, and it was given without hesitation to George Weaver of Millersburg, for having treated the largest number of bushels of red wheat for stinking smut, and doubtless his farmer patrons were glad he won the cup. He won because they won.

THE MECHANICAL Harvest of all crops is soon to be a reality. The combined thresher and harvester has displaced thousands of extensive harvest hands in the Southwest and the corn picking machine has displaced thousands of corn huskers in Iowa and Nebraska to the direct advantage of everyone concerned. When all grain growers install mechanical facilities for producing and harvesting grain the cost of production will be reduced and their profits increased.

THE DISCUSSION of feed grinding problems indulged in by the Tri-State Ass'n evinces a rapid growth of this business among grain elevator operators of the Northwest, and our news departments in this number tell of the installation of 26 more feed mills. It is very evident that the majority of the elevator operators who are installing feed grinding equipment are charging enough for the service to make their sideline venture a profitable investment.

REPORTS FROM the corn fields of every section of the country carry conviction that the Government's report on the 1927 crop was extremely excessive. Every one in the grain trade believes the report was unreasonably high. Late reports from many country stations bear out this conviction and the receipts of new corn at terminal markets indicate that the crop was much overestimated both in quantity and quality.

THE FOLLY of using wood or other combustible material in the attempted construction of a fire-proof elevator is again emphasized by the burning of the vitrified tile, concrete and steel elevator at Smithfield, Nebr., which is illustrated elsewhere in this number. Wood leg casings, floors, spouts or fittings of any kind have no place in a concrete or tile elevator. They will burn and when they do burn they will surely do a lot of damage to the fire-proof structure.

FEEDERS AT a number of points in Western Illinois are experiencing some difficulty in obtaining money at the banks so are pleading with the grain dealers who have been shipping in Western corn to extend them further credit until they can get their livestock ready for the market. As the feeders already owe the banks so much money the banks hesitate to lend them any more. Credit giving grain dealers cannot be considered desirable risks. Should the livestock market decline the lien of the bank on the livestock might absorb all the assets and leave the grain dealers wishing for their money. It is natural that under these conditions feeding at a number of Illinois points should begin to slow up.

ALTHO IT is generally recognized that elevators can be purchased at most of the shipping stations of Western Canada without paying an extortionate price, the Western Canada wheat pool is said to be planning the erection of 300 additional elevators this season. The Canadian season is short as a rule and the volume handled per elevator is not large. By buying an existing elevator the tax on the community for the maintenance for the shipping facilities is reduced and the permanent investment of the farmers is kept down. Experience has proved that generally it is much less expensive and far more profitable to buy existing facilities rather than to build a new plant. Buying an active elevator reduces competition.

WHEN THE Department of Agriculture attains perfection in the regulation of the weather in this country, as well as in other countries producing grain in competition with our farmers, its soothsayers may be able to forecast the grain markets months in advance, with some slight chance of the predictions coming true. The forecasts now being circulated are grounded on a conceit, so dense that its makers are oblivious to the injury they work to the producers who really believe the Department forecasters know what they are talking about. As soon as grain growers come to a realization of how misleading are the Department forecasts, resolutions requesting the discontinuance of the forecasting will be adopted at every conference of two or more farmers.

THE FOLLY of extending credit to customers without limit is again emphasized by the bankruptcy proceedings involving the Arcadia Elevator of Arcadia, Ohio, reported in our news columns this number. While the assets of this company were much smaller than the liabilities, the money tied up in open book accounts was nearly one-fourth of the total assets. This expensive practice of extending credit to all comers was condemned most vigorously at the Cedar Rapids meeting of farmers' elevators, and several speakers with experience, recommended that 6% interest be charged on all open book accounts by those who were not able to put their business on a cash basis.

MANY SCIENTISTS and industrial investigators have striven long to find some practical use for the forty-two billion pounds of corn cobs which go to waste every year in the United States. Hundreds of elevator operators of the corn belt have found it necessary to go to considerable expense to provide facilities for disposing of this waste product from their corn shellers. New investigators continue to seek for some practical use for cobs and in our "For Sale-Wanted" department this number can be found a request for quotations on coarsely ground cobs that should appeal to all elevator operators struggling with an oversupply of this waste product.

CHARGING FREIGHT on grain doors used in making box cars grain tight is so at variance with the practice common with all railroads of the grain surplus states that the innovation started by the Boston & Maine R. R., and complained of by an eastern shipper in the Journal for Jan. 10th is arousing the interest of grain shippers generally and stimulating merited protests. The Boston & Maine billing clerk could just as well have billed the shipper for freight on the car wheels as they are no more necessary to the transportation of bulk grain than the grain doors. It is extremely puzzling to understand the logic of railway real estate managers and claim clerks, but this billing clerk has outranked all of them in greed and unreasonableness.

POOR QUALITY low grade corn in Illinois, Indiana and Ohio has resulted in much disturbance among the elevator operators. One Illinois dealer who sold the feeders of Crawfordsville quality corn direct was much exasperated by a regular elevator operator of the Crawfordsville district coming into his territory and bidding up the price for quality corn until few shippers were able to handle corn at a profit. We never did believe that the ownership of elevator facilities in one section entitled the owner to scoop grain in another section, but when a regular dealer is stimulated to join the scoopers by sales of ear corn direct to feeders of his territory by a regular dealer, we think it is time to call a local meeting and discuss all unethical methods which disrupt established trade relations and destroy margins. Throughout all lines of business the merchant who is disposed to ignore the rights of his competitors invites disaster and whoever of these two dealers first diverted grain from the regular established channels of trade was the real offender.

GRAIN SPECULATORS who have been trading in Canadian markets have recently been called upon to report to the Canadian Income Tax Department. Of course, they have been paying a tax on all profits to Uncle Sam, so, henceforth, they will be distressed by a double tax, which will discourage future trading by citizens of the United States in the Winnipeg market.

HOW MUCH did you lose last year and why? What are you doing to prevent a repetition of the loss during 1928? If you do not know how much you lost on grain, how can you determine the margin of profit necessary to cover your handling cost? Working in the dark is most discouraging to the grain dealer who is anxious to collect something for the service rendered.

FIRES REPORTED in "Grain Trade News" this number show that 9 elevators were destroyed recently by fire and 4 damaged. The causes of 7 of the total loss fires were unknown. One was credited to incendiarism and one to defective wiring. The cause of each fire discovered and extinguished before the plant was destroyed was determined. One was credited to defective wiring; one incendiarism; one a hot stove pipe, and the other from a defective office chimney. It is too bad that elevator owners do not give more consideration to the known causes of grain elevator fires; then they could take steps to correct the known fire hazards of their own plants, and thereby reduce their own fire losses and the cost of fire insurance. If no grain elevators ever burned, the rate would be so low, that every elevator owner would be over-insured, and eventually the fire insurance companies would be living on their surplus and insuring grain elevators for nothing. However, this practice will not become common until the elevator owners exercise greater vigilance in correcting the known fire hazards of their plants and in providing facilities for extinguishing fire in its incipency.

Exchanging Information on Protein Tests.

Discussions before the Country Shippers Ass'n at Minneapolis yesterday developed the fact that country shippers of the spring wheat belt are experiencing much difficulty in adjusting prices paid growers for new wheat because of their inability to determine with any degree of certainty the percentage of protein content. If all shippers of each section would establish and maintain a bureau for exchanging information on protein content, they would soon arrive at a fair average percentage of the content on each crop, and be able to adjust their price in keeping with the price naturally to be expected in the terminal market.

Country elevator operators are not equipped or schooled in the use of the proper equipment for conducting protein tests, so they must depend upon the tests made on shipments from their section at their favorite terminal market, and the more information they have regarding the tests actually made on shipments of the current crop, the nearer will they be able to judge what percentage of protein to expect in each farmer's delivery.

Ask Grain Exchanges to Ignore Labor Day.

Closing the grain exchanges on holidays occurring during the active marketing of grain generally results in a congestion of the market the following day and a depression of market prices, to the disadvantage of all concerned. Recognizing the baneful influence of closing the spring wheat markets on Labor Day, the Tri-State Shippers Ass'n at Minneapolis yesterday appealed for the Exchanges of Duluth and Minneapolis to keep open on Labor Day, so as to prevent the congestion and depression so commonly occurring on Tuesday following Labor Day.

Illinois celebrates another holiday, known as Columbus Day, and thereby works an extensive extravagance on many lines of business without really benefiting any one. Whenever the politicians see fit to make another legal holiday, the banks must close, and everyone depending upon the banks must follow suit, regardless of the inconvenience or the cost of heeding the political dictation.

Economic laws require that all business institutions must function efficiently and to the limit of their capacity when a rush of business is offered, hence, the farmers of the Minnesota legislature will, no doubt, abolish Labor Day as a legal holiday when next they assemble, for the closing of the exchanges and the public markets for grain works a greater injury to the grain growers than anyone else, and the Shippers Ass'n is to be commended for demanding a change of the practice in the Northwest markets.

The Recognized Need of Self-Cleaning Garners and Scale Hoppers.

Grain shippers generally will be pleased to learn of the deep interest of the leading builders of terminal elevators in the problem presented by the Weighmasters' Ass'n at Omaha last October in connection with the construction of self-cleaning scale and garner hoppers. The railroads are deeply interested because they are anxious to collect freight on every pound of grain transported. If the flow of grain into or from either the garner or scale hopper is in any way interfered with the weights of the elevator are not likely to give satisfaction to any one. All parties interested are desirous of doing everything to insure the maintenance of the identity and volume of each load of grain until it reaches the scale hopper, for upon the weight there obtained depends the returns to the shipper and to the carrier.

Terminal elevator designers and builders of experience have long recognized the importance of giving the bottoms of garners and scale hoppers a pitch that would insure all grain running out readily, and some have gone even further and intercepted the flow of grain with gratings which would insure the removal of all foreign objects likely to clog the apertures of the garner and scale hoppers or to interfere in any way with the operation of the valves in garner and scale hopper openings. No doubt some builders in the past have failed to recognize the full importance of making all garner and scale hoppers self-cleaning, but since the agitation started by the Weighmasters' Ass'n the construction of these two

important contributors to correct weights will be given more serious consideration. The letters of elevator designers published in this number give interesting views of this important factor in correct weights.

Profit in Purveying Better Seed.

Grain elevator operators as a rule readily recognize the advantage to them and to their farmer patrons in every campaign for the more general use of clean field seeds of better quality for the more grain the farmers produce the greater their surplus to be marketed and in this the grain dealer is directly interested.

A year ago the Saskatchewan Dept. of Agriculture made a careful survey of twenty-five different townships in different sections of the province for the purpose of determining the quality and condition of the seed being sown. Its investigators discovered thirty different kinds of so-called grain cleaning machinery and, so to relate, that indifferent use of the cleaning machines by many farmers resulted in the planting of very dirty seed. Only 30% of the wheat sown and 16% of the oats could be graded No. 1 or No. 2 seed by the Dominion Seed Branch. In the rest of the seed there were varying quantities of noxious weed seeds present.

Agricultural investigators have always recommended that seed grain should be cleaned by the elevator man who has power machinery with sufficient capacity to clean repeatedly until all foreign matter is removed and farmers can be supplied with clean seed and thereby greatly increase the chance of securing a large crop of good grain. Farmers may cultivate their ground thoroughly, but there is not much prospect of their getting a satisfactory crop unless clean seed of quality is planted and the more the country elevator man does to promote the use of high grade clean seed the more grain will he have to handle.

The Saskatchewan investigation developed the fact that farmers put 97% of their seed wheat and 95% of their seed oats thru a cleaning machine, but the cleaning operation gave such indifferent results for most of the growers that they could just as well have saved themselves the labor of trying to do a work for which they were not equipped by either machinery or experience.

Ninety-two per cent of the farms visited by the Saskatchewan investigators disclosed that the tillers of the soil had attempted some method for controlling smut, but again the facilities and intelligence employed promised very indifferent results. Elevator men who equip themselves with machinery and an understanding of the proper use of the machinery can greatly assist their farmer patrons to larger crops of better grain and surely it is their duty to their customers and to themselves to perform this service as a regular adjunct of the grain business. The farmers can well afford to pay for the service as the increased yields will quickly return a profit on their investment.

THE SALE of the Farmers Elevator at Crofton, Nebr., for \$2,200, to satisfy a mortgage, adds convincing evidence that every elevator sold at sheriff's sale is sacrificed. Experienced grain dealers, looking for a real bargain, should follow the sheriffs.

An Opportunity for More Helpful Ass'n Work.

Bad practices in the way of giving free storage, advancing money without interest and giving grain growers the rise of the market whenever they get in the mood to sell stored grain are bringing so much grief to country elevator operators that the organized trade must take decisive steps to check these wasteful abuses to the end that all elevator operators may do business at a profit.

Much helpful work has been done by the state and local associations in promoting the cause of friendly relations thru frequent local meetings, but the stubborn persistence with which many dealers continue to indulge in bad methods long existing, makes it imperative that sobering influence be brought to bear on the hysterical overbidders and overgraders. Cut-throat competition must be minimized and elevator operators must be relieved of their foolish desire to ruin their competitors. Individual success, which is essential to the continuance of the country elevator business, must be promoted.

If all state and local associations would establish standing committees on Trade Relations and Trade Abuses to promote local conferences, and all dealers who come in competition with one another were encouraged to exchange ideas with their fellow-dealers on the best way to render an efficient and helpful service to farmer customers of their section, many wasteful and destructive practices would be discontinued voluntarily.

The failure of many grain dealers has brought disaster not only to the local banks, but to everyone in the community, so all are directly interested in the early establishment of better business methods. No self-respecting citizen desires to see any of the local grain merchants go broke, yet everyone seems willing to spread local gossip that is likely to stir up ill-feeling among competitors. The grain dealers of every community owe it to themselves and to their fellow-merchants to do everything in their power to promote kindly relations among their fellow-merchants. It is the common responsibility of each one in the community to help the others to better conditions, and any action which has a contrary influence, hurts the entire community, without profiting any one. The grain trade associations have helped to bring about the general recognition by grain merchants of the advantage of maintaining cordial relations, but few of them have developed any definite plan for promoting the cause of friendly relations among competitors. It is imperative that they carry on more active work along this line in the interest of all concerned.

Liability of Ship for Delay.

The Florida Grain & Elevator Co. shipped 10,000 bus. of corn from Jacksonville on the government steamer Hoosac to Havana. Leaving Jacksonville Sept. 10, 1920, the boat arrived at Matanzas Sept. 24, and remained there until Nov. 17, because the Fleet Corporation had not supplied sufficient funds to pay for unloading the cargo.

The bills of lading provided that the ship should have liberty to call at any port in or out of the customary route to land or receive goods or passengers, and should not be liable for any loss or damage caused by a prolongation of the voyage. The corn deteriorated in value because of the long delay in transit, and the purchasers at Havana refused to accept it. On Dec. 23, it was sold for \$11,337.36, and that amount was received by the shipper, but without prejudice to its rights. At that time the market value was \$1.39 per bushel. On Sept. 20 the market value was \$2.07 per bushel, the district judge however, gave judgment based on the contract price.

On appeal the Fleet Corporation alleged the damages should have been based on the market price in Havana when the shipment should have arrived.

The U. S. Circuit Court, on July 7, 1927, said: We are of the opinion that it was error to adopt the contract price as the measure of such damages. The general rule is that the measure of damages for a carrier's negligent delay in the delivery of goods is "the diminution in the market value of the goods between the time they ought to have been delivered and the time they were in fact delivered." 4 R. C. L. 931.

Special damages for such delay are not recoverable, unless the carrier had knowledge or notice of the special use to which the goods were to be put. Appellee's export declaration did not give or imply notice that the corn had been sold at any particular price, or at all, but merely gave the market value at the time and place of shipment. Besides the Bs/L fixed the liability of the carrier upon the basis of market value at the port of destination. The damages must therefore be based on the market value at Havana at the time when the goods should have arrived, which would be within such reasonable time after Sept. 24 as would allow for unloading cargo at Matanzas.

Appellee's evidence as to market value relates to dates that were past when liability is shown to have attached. The time reasonably necessary for unloading at Matanzas is not shown, and should be fixed, so that the market value at the correct date can be determined. Appellant seems to concede that the Hoosac should have been unloaded at Havana by the 1st of October. If the market price was higher at the time when the goods should have been delivered than it was in December, appellee is entitled to the benefit of such higher market price. When the District Court adopted the contract price as the basis for ascertaining damages, appellee was excusable for its failure to submit further proof of market value. In the present state of the record, in view of our conclusions in regard to the proper measure of damages, appellee would have to be content with the market value in December, which it may be much lower than it was during the last part of September or the first part of October. Under all the circumstances, opportunity will be given to each of the parties to submit still further testimony to the District Court on the question of market value of corn at Havana covering the relevant period between September 24 and December 23, 1920.

The decree is reversed, to take further testimony on the measure of damages.—20 Fed. Second 583.

Railroad Can Not Refuse Connection to Side Track.

The Supreme Court of the United States decided against the C., C., C. & St. L. Ry. Co., on Jan. 3, 1928, in a suit brought by the Big Four against the Interstate Commerce Commission to restrain the enforcement of an order to make a switch connection.

The J. K. Dering Coal Co. has a large mine on the Illinois Central. It desired also a connection with the Big Four, and laid three and one-half miles of track to the right of way of the Big Four. All the tracks are in the state of Illinois, but the coal company applied to the Interstate Commerce Commission for an order requiring the Big Four to construct, maintain and operate the desired switch connection. The Commission found that the coal company had made application in writing for the connection; that it had tendered interstate traffic; that the business was sufficient to justify the construction and maintenance of the proposed connection; that the connection is reasonably practicable and can be put in with safety; and that the connection should be constructed and maintained by the railroad. Thereupon the Commission entered the order prayed for.

The railroad company alleged that the power of the Commission, under paragraph 9, to require the construction of a switch connection with a side track built by a shipper and located wholly within one state, was abrogated by paragraph 22, which was added to section 1 of the Interstate Commerce Act by Transportation Act 1920, Act of February 28, 1920, c. 91, § 402, 41 Stat. 456, 478. Paragraph 22 declares:

"The authority of the Commission conferred by paragraphs (18) to (21), both inclusive, shall not extend to the construction or abandonment of spur, industrial, team, switching, or side tracks, located or to be located wholly within one state. * * *

The Supreme Court said: Paragraph 22 in no way affects the power conferred by paragraph 9. By its terms, it operates as a limitation only upon the authority conferred upon the Commission in 1920 by paragraphs 18 to 21. These paragraphs relate to the construction, acquisition, extension, and abandonment of a railroad. They deal primarily with rights sought to be exercised by the carrier.

Paragraph 9, on the other hand, relates to switch connections with private sidings built by the shipper. The power to compel such had been granted to the Commission by the Act of June 29, 1906, c. 3591, § 1, 34 Stat. 584, 585. Furthermore, Congress gave explicit proof that, in adding paragraph 22 to section 1, it meant to leave paragraph 9 unaffected. For Transportation Act 1920 provided specifically that the paragraph concerning switch connections, which as it then stood was unnumbered, should (without change) be numbered 9.

Neither the Legislature nor the courts of a state can limit the power of the Interstate Commerce Commission to compel connections with private side tracks. The declaration of the state court that the track which the federal authority determines is private shall be deemed public cannot affect the validity of the order of the Interstate Commerce Commission. If it could, construction by the railroad of the switch connection with the shipper's track would not be compellable under either state or federal law.

It is contended that the coal company is not, within the meaning of paragraph 9, a "shipper" on the Big Four, because its mine was already connected with the Illinois Central. The argument is that Congress did not intend to give a shipper the right to a direct connection with more than one railroad. There is nothing in the Interstate Commerce Act which justifies such a limitation of the general language of paragraph 9. Coal mines are often connected with more than one railroad.

Shipper to Build Track Off of Right of Way.—It is contended that the coal company is not a shipper on the Big Four, within the meaning of paragraph 9, because up to the time of the application to the Commission it had not actually shipped coal by this route over the Big Four. The argument is that no one, unless he is already a shipper at the time of the application to the Commission, is entitled to a switch connection. Congress imposed no such limitation. It safeguarded the expenditures of the carrier by other provisions. It limited the railroad's obligation to the building of the switch connection, leaving the burden of building the side track upon the shipper.

All the contentions of the Big Four are clearly unfounded. The District Court properly refused to grant a stay of the Commission's order pending an appeal. 48 Sup. Ct. Rep. 189.

I Like To See

a man proud of the place in which he lives. I like to see a man who lives in it so that his place will be proud of him. Be honest, but hate no one; overturn a man's wrong-doing, but do not overturn him unless it must be done in overturning the wrong. Stand with a man that stands right. Stand with him while he is right, and part with him when he goes wrong.

—Abraham Lincoln.

What Counts.

"It isn't the job we intended to do,
Or the labor we've just begun,
That puts us right on the Ledger Sheet;
It's the work we have really done.

Our credit is built on the things we do,
Our debit on things we shirk,
The man who totals the biggest plus,
Is the man who completes his work."
—Alex C. Johnson.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Grain Grades on Cards?

Grain Dealers Journal: I would like very much to get cards or posters that have the grain grades on them, giving damage, moisture, etc. Or do you know of any firm putting such out as advertisements?—Reuben Steken, agt., Turner-Hudnut Co., Groveland, Ill.

Ans.: The Grain Division, Bureau of Agricultural Economics, U. S. Department of Agriculture, Washington, D. C., may feel disposed to furnish large posters giving grade requirements for different grains. We know of no one putting out grade requirements on cards as advertisements, however, the Department has them available in booklet form.

Time Limit for Filing Claims?

Grain Dealers Journal: How much time is allowed for filing a claim against the railroad company?—T. M. Stewart.

Ans.: Claims for loss, damage or injury to property must be made in writing within six months after delivery, or in case of total loss and failure to deliver within six months after delivery should have been made.

When loss, damage or injury was due to delay or damage while being loaded or unloaded or damage in transit by carelessness or negligence, then no notice of claim is required as a condition precedent to recovery.

The measure of damages is value at destination on domestic shipments. Value at place and time of shipment governs damages on export shipments to non-adjacent foreign countries, according to the Uniform Export B/L.

Overcharge claims must be filed within three years; but overcharge claims due to misrouting must be filed within two years. Intrastate overcharge claims are subject to the statutes of limitation of the individual states.

Thru Rate v. Combination of Locals.

Grain Dealers Journal: Isn't there an I. C. C. ruling that the thru rate on grain shall not exceed the combination of local rates?

Last September we shipped in two carloads of wheat from Sutton, Nebr. We were charged the thru rate of 30 cents, on a movement thru Omaha. Investigation shows rate from Sutton to Omaha of 10.8 cents, and from Omaha to here, of 14 cents. This combination of rates totals 24.8 cents. Are we entitled to claim for the difference?—Maquon Farmers Elev. Co., Maquon, Ill.

Ans.: The I. C. C. ruling is that a thru rate in excess of the combination of locals is prima facie unreasonable, requiring proof that the excess is justified in the particular case.

The carriers, acting upon the suggestion of the Commission, when it is called to their attention that the thru rate is in excess of the combination of locals will protect the thru rate on the basis of the locals, but if the shipment has already moved reparation will be granted if application is made in the usual course, thru the Commission.

However, in the case of a shipment moving from Sutton, Neb., to Maquon, which is a Peoria rate point, reference to the C., B. & Q. tariff shows the rate to be 16 cents from Sutton to Omaha, instead of 10.8c, as stated by the Farmers Elevator Co., making the total 30 cents, as charged, in which case there can be no refund. The question rises: What is the authority for the 10.8 cent rate?

Confirmation Not Signed?

Grain Dealers Journal: Could you tell me in what issue of the Journal was found the decision regarding grain sold to go to Milwaukee, Wis., where there was no confirmation signed? Your paper gave a good answer in the legal department, and I wish you would help me get this information.—Wm. Grettenberg, Coon Rapids, Ia.

Ans.: The 26 different decisions involving confirmation, published in the Journal, do not refer to any shipment going to Milwaukee.

The only Milwaukee case we can recall is not a court decision but an arbitration by the arbitration appeals com'te of the Grain Dealers National Ass'n in the case of Opsal-Fleming Co., Minneapolis, v. Chas. A. Krause Milling Co., of Milwaukee. This is probably the case desired since the com'te covers the point that the Krause Milling Co. did not ask that the confirmation be signed and returned. This appeared on page 246 of the Journal for Aug. 25, 1927.

In its confirmation the Krause Milling Co. had a clause allowing cancellation of its mill burned. The mill did burn. The arbitration com'te held that Opsal-Fleming were not bound by this clause, not having agreed or signed it. The com'te awarded Opsal-Fleming the difference between the contract price and the price at which the 100 tons of feed was sold when the milling company refused to accept it on contract.

Grain Cooperage Regulations?

Grain Dealers Journal: What are the regulations on grain doors and coopering in Grain Circular No. 1 of the American Ry. Ass'n?—Clark Milling Co., Augusta, Ga.

Ans.: This circular was issued effective Jan. 1, 1922, and provides as follows:

Section IV.—Cooperage.

1. Grain doors and grain-door lumber.—Grain doors or grain-door lumber of proper quality and dimensions to cooper side and end doors and other openings of cars used for bulk-grain loading, will be furnished by the carrier. See notes A, B, C and D, and section V.

2. Accessories.—Accessories such as nails, paper, cheesecloth, burlap, or similar material for calking or coopering cars required to prevent the loss of grain by leakage will be supplied by the carrier. See notes C and D, and section V.

Note A.—Temporary grain doors and grain-door lumber furnished by carriers shall conform with the specifications stated in Appendix 3 or be of equally good quality and utility.

Note B.—Carrier's agent at loading station will ascertain the number of temporary sectional grain doors or the number of feet, board measure, of grain-door lumber used to cooper the car and the approximate weight thereof and note same on the waybill.

Note C.—Should the carrier's local supply of grain doors, grain-door lumber, or cooperage accessories be exhausted and prompt renewal thereof can not be effected through the usual channels, its local agent will be authorized to purchase a sufficient supply to meet the requirements of such an emergency.

Note D.—Shippers or consignees must not damage, destroy, appropriate, use for any illegitimate purpose, or use without specific authority from the carrier, a carrier's grain doors, grain-door lumber, or other cooperage material.

Explanation: The individual carrier will elect which kind of accessorial material will be supplied by it or whether it will tender box cars which can be made grain tight by the use of grain doors or grain-door lumber only. These rules do not authorize the carrier to pay the shipper for grain doors, or lumber, or accessories claimed to have been supplied for coopering cars unless provided by published tariff rule on file with the Interstate Commerce Commission.

The common law and all of the court decisions are to the effect that it is the duty of the carrier to furnish the grain doors. Prior to the decision of the Supreme Court of the United States in Loomis v. Lehigh Valley a shipper could recover for the doors he himself supplied, but after June 1, 1908, under a ruling of the Interstate Commerce Commission mentioned by the Supreme Court, he could not be reimbursed unless the tariffs so provided. Being now generally furnished by the railroad companies as a part of the car equipment it follows that freight can not be collected for the weight of the doors. At the large terminal elevators the carriers accept the weight of the grain as weighed in hopper scales in the elevator, the doors' weight being left out of consideration. By the same analogy, if weighed loaded and empty on a track scale the doors would be considered a part of the tare, and no freight paid thereon.

It seems that it is only in case of loss of grain in transit, and with track scale weights at destination that the carrier must be permitted

to deduct the weight of the doors, not for the purpose of determining the freight charges but to ascertain the amount of grain lost.

The railroad companies admit the doors are "their" property. They maintain a Grain Door Agency to watch over "their" property. Why should a shipper pay freight on railroad property?

Not Equal to Sample.

Grain Dealers Journal: Recently we bought two cars of sample grade corn out of the Kansas City market on submitted sample. These first two cars were equal to the sample and entirely satisfactory. Whereupon we directed the same firm to quote us on two more cars "equal" to the first two. They wired a satisfactory price, saying in wire "similar to last shipment." Not expecting anything phoney, we booked them.

When the second two cars came in, we found them so poor that we were unable to use them. Accordingly, we billed them thru to Peoria, where the inspection department graded them 98% to 99% damage, respectively. Draft was made on us and honored. The Kansas City firm now refuses to bear the loss encountered.

They claim to have quoted and booked us on another sample. Said sample was never received in our office. Their confirmation did mention another sample, but we did not sign it and return, assuming they understood and were shipping according to our instructions. All our wires and correspondence told clearly enough just what we wanted and expected. We later learned the firm is not a member of the Board of Trade.

What would be the result of a law suit in this case?—Galesburg Molasses Feed Co., Galesburg, Ill.

Ans.: When grains sold out of an organized market on a contract to be equal to sample are not in fact equal to sample it becomes buyer's privilege to refuse the shipment, and immediately to inform the seller that the corn is here subject to his order. When the original offer and acceptance was made on sample subsequent communications or confirmations can not alter the contract, unless the subsequent alterations in the terms are expressly accepted.

A buyer who does not voice his objection to the shipment, but exercises dominion over the goods by sending them on to another market without seller's permission loses part of his standing in court.

If the goods are not what was ordered the buyer must have nothing to do with them if he is to avoid liability. He should promptly inform seller of rejection and ask that disposition be wired. This is on the assumption that the seller is a member of his local recognized board of trade or exchange. When, as in this case, the seller is not a member, buyer should not deal with him, or if he is duped by an attractive price into giving an order, he should decline to honor the draft until the corn has been received and examined. Once having paid the draft, he need expect no consideration from a seller who was looking for just such an opportunity to sting the buyer.

In case of a law suit buyer probably would lose, thru having billed the corn on to Peoria. The court would likely hold this amounted to an acceptance.

Even if buyer got judgment he may not be able to collect. On page 31 of the Journal for Jan. 10 is a report of a suit where the buyer put his property in his wife's name to defeat an expected judgment against him. The moral is to have nothing to do with parties who have no standing in the trade.

The Supreme Court of Alabama, in Henderson v. Holmes & Dawson, 85 South, 536, held: On delivery to buyers of a carload of peanuts, buyers on rejection thereof were required to notify sellers of such rejection and the reasons therefor, and failure to do so would create a strong presumption that the peanuts measured up to the standard of the contract.

The Court of Appeals of Alabama, in Veitch v. I. C. R. Co., 68 South, 575, held: Where a sale is by sample, and delivery is of the essence, the buyer, before accepting, may inspect the goods, and, if the goods be inferior to the sample or are damaged, he may reject them and recover the price.

On the other hand the Supreme Court of New York, in Larrowe Milling Co. v. Lyons Beet Sugar Refining Co., 122 N. Y. Supp. 567, held: On a sale by sample, retention of the goods after inspection, or even after knowledge of defects, will not bar an action for breach of warranty.

In order to justify his billing of the corn to Peoria the buyer might show the court that such immediate shipment was necessary to minimize the damages due the corn going out

of condition. If the buyer can prove that the corn actually was, in the opinion of disinterested parties, not up to sample, he has a fair chance of getting judgment against the seller.

Draft on Insolvent Bank?

Grain Dealers Journal: The Journal some time ago carried reference to a decision of some court on the question of preferred claim based on collections filed with the bank of drafts to which Bs/L were attached. We seem to have lost that copy.

One thing I want to get at is the state and the court where this decision was rendered. I think the case was given publicity by Secretary Smiley of Kansas, but is incomplete. When did this case appear in the Journal?—Chas. B. Riley, sec'y Indiana Grain Dealers Ass'n, Indianapolis, Ind.

Ans.: This welcome decision, that of the Supreme Court of Oklahoma in favor of the Kansas Flour Mills Co., and against the New State Bank of Woodward, Okla., was published in the June 25, 1927, number, page 717.

Farmers of South Africa apparently haven't been affected by the "farm relief" agitator craze so prevalent here, as many owners of large farms are reported to be considering the use of airplanes for trips to the city.—A. T.

If 25 per cent of the lake wheat brought down during the year just ended goes overseas, the foreign shipment will be about 88,750,000 bus. The wheat price, fixed in Liverpool, includes the freight charges. When the proposed St. Lawrence sea cut is completed, and wheat can be carried overseas without breaking bulk, the freight rate will be reduced greatly. The saving is estimated at eight to ten cents a bushel. On the ten cent basis, the wheat growers would be saved \$8,875,000 in one year; on the eight cent basis \$7,100,000. That would be substantial farm relief.—*Toledo (Ohio) Blade.* How will the farmer get all of the saving in freight? The consumer grab part of it.

Order of Federal Trade Commission Set Aside by Court.

The Federal Trade Commission ordered the Utah-Idaho Sugar Co. and others to desist from certain acts alleged to constitute unfair methods of competition in interstate commerce.

The defendants divided territory, hindered beet sugar machinery manufacturers from building factories for competitors, erected factories in advance where prospective competitors intended to build, induced beet growers to break contracts, furnished money to secret agents to eliminate competitors, according to allegations of the Commission.

In deciding against the Federal Trade Commission the U. S. Circuit Court of Appeals adopted the following language of dissenting Commissioners Van Fleet and Gaskill:

The acts to which the proof is directed consisted in the effort of respondents to prevent competing factories being located in contiguous territory where they might absorb a part of the supply of beets to respondents' factories. It was at most a prevention of competition in the purchase of the raw material for manufacture within the state, and, in no case does the proof show an interference with the transport of beets from one state to another, or an interference with the purchase thereof.

It is only such acts as directly interfere with commerce which come under the federal jurisdiction. The line must be drawn somewhere, else all jurisdiction in trade or production would become federal. Hence Congress has not jurisdiction of such acts as only indirectly or remotely affect commerce. In the instant case if interference with the production and manufacture into sugar of beets is an obstruction to a later or unborn commerce in sugar to be made from the beets, one who intrastate sold defective beet seed, thus preventing the production of beets to be manufactured into sugar, would be in commerce, or one who sold fertilizer to raise the seed to plant the beets to make the sugar to be shipped in commerce would be in commerce.—22 Fed. Rep. (2d) 122.

Hopping Scale Garners.

The resolution adopted by the terminal grain weighmasters at their Omaha meeting stating that in view of the fact sufficient attention is not being given to the proper construction of receiving garners with the result that grain becomes lodged in these garners and does not discharge into the scale hoppers, the attention of elevator builders should be called to this important matter, has been considered by the leading elevator designers and builders, some of whose views were published in the Journal Dec. 25, page 737.

Following are additional suggestions from leading designers of grain elevators:

Double-Acting Gate of Large Cross-Section Area.

Chicago, Ill.—With reference to the design of scale garners for grain elevators, in order that such a garner be fool-proof it should be provided with a steel bottom with one discharge opening, which opening should be provided with a double acting gate of large cross section area, opening so as to leave the discharge free from all obstructions.

All rivets in the bottom should be countersunk, and the valleys should be not less than 10 inches vertical to 12 inches horizontal or approximately 40 degrees.

All garners should also be provided with an electric light outlet inside the garner with a door conveniently located, and steel ladders extending from doorway to bottom of garner.—James Stewart Corporation, by Geo. R. Basler.

Large Gates and Rounded Corners.

Kansas City, Mo.—The main points in garner design which we stress are those which relate to the emptying of the garner. The slope of the sides should be such that there will be no grain stay on the bottom. This should be especially watched, in case of a garner with straight sides where there are valleys as at these points there is always a tendency for a less slope and so here we carefully round out the corners.

Another point of importance is having large capacity, easily operated gates for emptying from garner into scale. These gates should fill the scale uniformly and should operate so easily that the weighman can operate them with very little effort and they should be so arranged that a very small opening could be used for bringing the scale beam to a balance.

Another point which is being stressed is that of having openings to the scale large enough to permit buckets to pass thru, altho personally the writer feels that the bucket would do no more damage in the garner than in the scale hopper.

Believe that if these points are taken care of that the operation of the garners will be very successful.—Jones-Hettelsater Construction Co., R. J. Bodman.

Countersink Rivets on Inside.

Minneapolis, Minn.—Our garners, according to our standard construction, conform in most respects to the recommendations made in these resolutions. Our garners have vertical concrete walls and plate steel bottoms. We note that these resolutions recommend a pitch in the valleys of 40 degrees. Our garner bottoms have a pitch in the valleys of approximately 34 degrees, but all rivets are countersunk on the inside, and we have never had any complaint as to material hanging up in these corners. However, if thought desirable, it would add only a few inches to the height of the building to make this slope 40 degrees. Our garner bottoms have four openings 8 inches wide by 3 feet 6 inches in length. We note that these resolutions recommend a minimum of dimension of 10 inches for these openings. We would have no objection to this change whatever, and think perhaps it would be desirable in view of the wide buckets now being so commonly used.

Aside from these two points, we think our garner bottoms conform entirely to the recommendations, and as, to the best of our knowledge, they have given complete satisfaction, we have no further suggestions to offer.—Barnett & Record Co., J. H. R., chief engineer.

Has No Trouble With Garners.

Chicago, Ill.—I have never had any trouble whatever with garners choking and do not think there is any special secret about building them.—L. A. Stinson.

Garner Bottoms Should Have Smooth Surfaces.

Chicago, Ill.—We have given this matter considerable study and believe that our standard practice of building garners over scales with 4 to 9 openings with steel plate slides supported on rollers and operated by hand levers is as satisfactory and practical as can be expected. Of course this type of garner control is subject to interference by obstructions in the way of sacks, strings, pieces of wood and other foreign substances but we have not had any complaints on our elevators as such obstacles are removed by gratings over the track and at the discharge spout at the head. If you know of any better design for garner control we will be pleased to use it.

It is very important in constructing garner bottoms to make them of ample size and with smooth surfaces, steep slopes and with fillets in the corners. The slides should be designed to clear the openings provided with roller bearings and tracks and that will not clog with grain.

A very good type of garner bottom can be secured by means of 4 large size damper valves that open by a slight angle of rotation similar to the commonly used valves for discharge from grain hopper scales.

Now that the matter is agitated by the Weighmasters and Grain Dealers Ass'n it is possible that many minds will be turned toward improving garner construction and we will be pleased to hear of any improvement that may be developed and will also be glad to assist you in the further study of the subject.—Folwell-Ahlskog Co., by R. H. Folwell.

Nebraska Storage Rates Too Low.

The Supreme Court of Nebraska began a hearing Feb. 6 on the constitutionality of the warehouse law forcing an elevator holding grain in store 10 days without paying for it to apply for a license as a public elevator.

In its appeal from the decision of the lower court the Lexington Mill & Elevator Co. contends that the law was passed in 1915, and that every element of cost that enters into the handling of grain has increased, so that the rate of 1½ cents per month for wagon lots and 1 cent for carload lots is so low as to be confiscatory of property.

It says that the law fixed an arbitrary rate from which it is impossible to vary, without any flexibility to meet the physical conditions of the elevator, the locality or prevailing conditions and costs of operation. It says only a small part of the grain handled is put into storage anyway, and that the effect is to force grain out of the interior and into the terminal elevators where grain is handled in carload lots and more economically.

The attorneys say that they recognize the reluctance of the court to declare a law invalid, but that this is one where the lapse of years and the change of economic conditions have brought about conditions that clearly work an injustice to a large class of business men.

Other elevators in different parts of the state have intervened, and among other questions they bring up is the meaning of the words, "deemed to be held in storage," following the declaration of nonpayment for the grain. One side says that it leaves the question open for evidence to the contrary, being a rebuttable presumption, and the other is that it is a definite statement.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

"No Complaint of Galveston Inspection for 15 Years."

Grain Dealers Journal: My attention has been called to the article appearing on page 98 of the January 25th number of the Journal headed "Why Grain Is Inspected upon Arrival at Galveston."

This article is misleading in that it does not recite the date these changes were made at Galveston with respect to the inspection of cars of grain on arrival here. I have before me a copy of Mr. Dorsey's report or circular, and note these changes took place at Galveston back in 1913 or about 15 years ago. Since that time there has been no complaint from the grain dealers and shippers of the inspection at Galveston. Moreover, I think it is only fair that you make special mention of these facts as to the dates, etc., in your next number. Yours truly, Thomas F. Shaw, Galveston, Tex.

March Delivery Gaining Favor.

Grain Dealers Journal: While I have been persistent in advocating trading in the March delivery for the past ten years, the recent success in its establishment is due primarily to Mr. E. A. Doern, ex-vice president of the Chicago Board of Trade, just retired, who, acting as chairman of the Market Report Committee in charge of quotations, took the matter up and stood firm against considerable pressure in insisting that these quotations be put before the public. The result was most gratifying, but unless considerable pressure is continued, it is highly probable that our traders, largely creatures of habit, will drift into the old four delivery habits of many years standing.

It is hardly necessary for me to expatiate upon the many advantages of this intermediate delivery. Were it possible to accomplish a much more frequent delivery on the exchange and have our grain grades and contract grades attractive to buyers, it is my judgment that a much larger volume of business would be transacted on the exchange. If we took a leaf from the book of other merchants and learn that quality brought buyers and satisfactory deliveries brought customers, in other words dressed our windows attractively, the sellers would come to the market attracted by prices that would result. It will be interesting to see the culmination of the March deliveries. I herewith hand you a tabulation of the activity of March delivery during January just past:

From August 1 to January 31, 1928.

	March Sales.*			
	Wheat.	Corn.	Oats.	Rye.
August	28,795	30,780	9,308	2,474
September	68,657	113,848	14,757	6,061
October	70,405	97,516	10,244	7,459
November	47,207	63,015	9,868	6,696
December	48,502	108,938	12,919	6,350
January	23,074	69,513	6,085	5,543
	286,640	483,610	63,181	36,583

*000 omitted.

It would have been even more interesting had it been possible to have established the Board of Trade Warehouse Corporation in business, so that more confidence might have been inspired in the contract grades of grain. This is not intended as a reflection upon these grades of grain or grain in store which I believe are probably better than is generally supposed, but the confidence inspired thru the policing system that would become possible in the operation of the Board of Trade Warehouse Corporation, which should have come into being

as a result of legislation at Springfield about a year ago, but which through the failure of a license being granted, possibly due to some misunderstanding, has not yet begun to function. It is my opinion if in active operation the Board of Trade Warehouse Corporation would inspire sufficient confidence to add materially to the price of grain.

Chicago's corn stock, which was very large : year ago or rather eight or ten months ago, acquired a bad name through the fact that possibly less than 5% of the total stock became subject to criticism. I think the March delivery would have made an even better showing had the enactment of last year been permitted to function.

In commenting further upon March delivery I trust that you will give Mr. Doern credit for his very important part in bringing the March delivery to the front.—Yours very truly, James E. Bennett, Chicago, Ill.

Influence of Hard Roads on the Grain Trade.

Grain Dealers Journal: One of the important influences affecting the grain business during the past few years has been the growth and development of hard surfaced roads. Dealers have been forced to broaden their activities accordingly and meet the increased competition with competition. Here are a few of the things hard surfaced roads have done, from the grain standpoint:

1. Increased the number of trucks operated by farmers. The demand created by the use of trucks brought the hard roads. Having been brought, they reacted to encourage the increased use of trucks. This, in turn, had a direct influence in reducing the number of horses and mules used on the farm, inasmuch as trucks took their place, doing more effective and faster hauling at lower cost. The home consumption of grain was reduced. The farmer ceased to grow so much grain as previously, and turned more to local feeding.

The volume of business done by the local grain dealer was reduced as a consequence. Since there was no reduction in the overhead of an elevator and no increase in the amount of territory for each elevator, competitive methods arose in the fight for business.

2. It follows that the farmer, having faster transportation and more markets at his command, has taken to more diversified farming methods. This includes the production of poultry and poultry products, cream, hogs and fat cattle. He can move them quickly to market, regardless of whether his local market is one or several miles from home.

The return influence on the grain dealer is the necessity of handling side lines, to supply the farmers' needs. He is bringing a portion of his grain in for grinding; he is buying commercial feedstuffs and home ration supplements, stock remedies and tonics, patent feeders, posts, fencing and such other items.

3. The reduction of distance and costs in time has made the farmer feel that he doesn't have to trade with John Smith or Harry Jones simply because they are nearest. If Bill Brown is a nice fellow, who knows how to greet him with a smile and a courteous "Good morning," the intervening five or eight miles makes little difference, tho John Smith and Harry Jones may be no more than three-quarters of a mile away. This is more than ever true if Bill Brown has a modern elevator ready to serve all his needs in the shortest possible time. This has forced the elevator man to get up on his toes, study the needs of his patrons, and advertise.

4. Having greater range of choice, the farmer has learned to demand service. In an effort to meet the demand, some dealers have even gone so far as to extend trucking service to the farmer's home, delivering feed, coal and other supplies. The truck is made available for hire in grain hauling. Thus the dealer is com-

pelled to make use of the thing that wrought the changes in his business.

Probably there are dozens of other and more detailed changes in the grain business which may be directly attributed to the hard roads and the use of trucks. Some of the changes are for the better and some for the worse. One of the better things is that this diversification of interests has taken the grain dealer out of the speculator class, trying to corner all the local grain, and has made him a merchant. The sooner he realizes this and sets his margins accordingly, the sooner will he find a greater measure of prosperity.—Fred Crilley.

An Open Letter on the Corn Borer.

Grain Dealers Journal: Enclosed find open letter to Professor G. I. Christie, Purdue University:

Dear Mr. Christie: I note report of your address at the Grain Dealers Convention in Indianapolis recently as reported by the Grain Dealers Journal.

You say that "We" are deeply interested in the European Corn Borer campaign. I presume "We" refers to The International Corn Borer Organization. You certainly do not include the farmers and business men of Ohio and Michigan, who are now, by organized effort and action, in Washington opposing further appropriation for the purpose of continuing the campaign against the corn borer. The farmers say the campaigners did more damage than the corn borer.

You speak of the ruined fields in Michigan, and the damage of 20 to 30 per cent in Ohio. Will you kindly direct me to a few fields in Ohio that have been affected at all by this humble worm? Evidently, you are not familiar with the bulletins issued by the government on the subject of pest control or you would not make the statement that a parasite to kill the borer had never been tried in this country. You and the dean might have saved the expense of those thirty-five French scientists.

Apparently, you do not know that the corn borer has been in the reeds and weeds along the low lands about the lakes for a hundred years and more. According to the Hon. Charles L. Knight of Akron, O., who says it probably would not have been considered a crop pest had it not been for the farm machine makers and scheming politicians.

Ottawa County, Ohio, long the home of the corn borer, seldom, if ever, has grown a larger corn crop than that of 1927. We are engaged in the wholesale grain business. We buy corn in practically every surplus corn producing section of Northern Ohio. I will say without fear of successful contradiction, that the volume of corn shipped has not been affected at a single station in Ohio.

As a matter of fact, the corn borer is not now, never has been, and is not likely ever to become, a serious crop menace, in this or any other state, or country, to farmers who follow a crop rotation, or make a consistent effort, as all farmers should, to destroy the hibernating material of these and other would-be crop pests. Hence, it is only natural and sensible, that our farmers and business men should look with disfavor on a movement further needlessly to increase our now sufficiently heavy tax burdens.

Why did you and Director Truax, in conference with President Coolidge on Nov. 18, 1926, tell the President that you needed ten million dollars to cope with the terrible corn borer, when Dr. Parks, our State Entomologist, would have been pleased to inform you, as he did the members of the Ohio Grain Dealers' Ass'n, on Nov. 9, 1926, that no legislation or government appropriation would be required to control this humble worm?

Why did you and Mr. Truax at the same conference also tell the President that the farmers and business men of Ohio and other states were sponsoring the movement to secure this large appropriation, when but few, if any, of our farmers and business men even were aware of your conference with the President?

Do you know why the farmers of Northern Ohio, the long home of this humble worm, were not sufficiently interested in the appropriation last year to have a bill introduced in Congress by one of their representatives instead of passing the buck to Mr. Purnell of Indiana, who is not even directly interested in farming?

Had the farmers of Northern Ohio prevailed on one of their members of our State Legislature to present a bill to that body last winter instead of passing the buck to a member from the southern part of the state, would it not have indicated that they were at least somewhat concerned about this so-called crop pest?

Mr. Knight also says there has never been a more gigantic graft put through in so short a time, or one from whose evil consequences the country will suffer more. The farmers of Northern Ohio are now in accord with Mr. Knight, and they are planning to go before Congress in sufficient numbers to defeat legislation favoring another appropriation. Yours truly, E. T. Custenborder, Sidney, O.

Green Clover Tops Cause Fire in Oats.

Grain Dealers Journal: Last fall we put about 15,000 bus. of oats into one bin of our elevator at Wausa, Nebr. It is my opinion that the oats went into the bin with about 14 per cent of moisture and around 2.5 per cent foreign matter. After the oats had been there about sixty days; we discovered that they were heating, which is nothing unusual. A little later, we discovered that they were heating very badly, so we investigated thoroughly, using a small iron rod as a probe, and we found that there was fire, but it was thoroughly smothered by the oats around it, as the fire was right in the center of the bin.

The house is of wood construction, so, naturally, we were somewhat disturbed by the fire. We commenced running oats out of the bin carefully from around the heating part, taking out about a carload at a time. When we got close to the oats that were smoldering, the fire seemed to subside, and went out entirely. It is our opinion, that had this extreme heat been close to any wood, flames would have burst out, but, as it was, the fire was smothered.

We then moved out the entire balance of oats, naturally, throwing away the chunks that we had to take out. The oats seemed to settle in a solid mass, and my theory is, that we got some oats in the bin containing more or less tops of sweet clover. It is the custom in parts of our territory for farmers to sow sweet clover with their oats, thus raising practically two crops on the same ground. When they cut the oats, they naturally catch more or less of the tops of the clover, which at that time are absolutely green. The seed will not cure, and if put into a bin, will not only heat, but ferment. Whether I am right or wrong on this theory, I am not sure, but I am going to stick to my story.

These burnt oats came out of bin in chunks, and had a very sweet smell to them, indicating to me sweet clover. Eventually, the elevator would have burned, had the oats not been moved. Then again, I believe that our being careful and taking off a few of the oats at a time from the top and around the fire, was the cause of fire going out.

I may be all wrong, but I believe that I am right.—Holmquist Elevator Co., per J. W. Holmquist, Omaha, Nebr.

Many farmers' grain buying ass'ns do not provide for patronage dividends nor for a limit on the dividends on the capital invested, according to a report issued by the Federal Government Feb. 4, stating that on the Pacific area only 32 per cent of the farmer controlled organizations are classed as co-operative. In the spring wheat area 74 per cent, in the winter wheat area 73 per cent, in the soft wheat 70, and in the corn belt 58 per cent of the farmer controlled ass'ns are co-operative, according to *Agricultural Co-operation*.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Feb. 21-22. Farmers Grain Dealers Ass'n of Ohio, Toledo, O.

Feb. 21-23. Farmers Grain Dealers Ass'n of Minnesota, West Hotel, Minneapolis, Minn.

Feb. 22-23. Eastern Federation of Feed Merchants mid-winter meeting, Arlington Hotel, Binghamton, N. Y.

Feb. 23-24. Farmers Grain Dealers Ass'n of Indiana, Logansport, Ind.

Feb. 28-29, Mar. 1. Farmers' Grain Dealers' Ass'n of North Dakota, Grand Pacific Hotel, Bismarck, No. Dak.

Mar. 20-22. Farmers Co-op. Grain Dealers Ass'n of Kansas, Dodge City, Kan.

May 9-10. Illinois Grain Dealers Ass'n at Joliet, Ill., Hotel Louis Joliet headquarters.

May 24-26. American Feed Manufacturers Ass'n Twentieth Annual Convention, West Baden Springs Hotel, West Baden, Ind.

May 29-30. Pacific States Seedsmen's Ass'n annual convention, Portland, Ore.

May —. Kansas Grain Dealers Ass'n, Dodge City, Kan.

May —. Oklahoma Grain Dealers Ass'n, Enid, Okla.

June 19-20. Ohio Grain Dealers Ass'n, Annual Convention, Argonne Hotel, Lima, Ohio.

June 26-27. Farm Seed Ass'n of North America, Stevens Hotel, Chicago, Ill.

June 27-29. American Seed Trade Ass'n Annual Convention, Stevens Hotel, Chicago, Ill.

June —. Farmers Managers Ass'n of Nebraska, mid-summer meeting, Omaha, Nebr.

Aug. 20-22. National Hay Ass'n Annual Convention, Fort Wayne, Ind.

August —. Oklahoma Seedmen's Ass'n, Stillwater, Okla.

Sept. 24-26. Grain Dealers National Ass'n, Boston, Mass.

Grain grades are now being standardized in Roumania. Under a new system warrants will be issued on all grain classified and stored in public warehouses, and it is the plan of the government to make these warrants negotiable among the credit banks to help improve financial conditions in the country.

The Canadian pool is still supposed to have a lot of wheat to sell but as the individuals operating that pool have no money invested they will, naturally, handle the business as they think best, and if it turns out disastrous to the farmer or advantageous, it makes no difference to them.—J. F. Zahm & Co., Toledo.

A Burocratic Weights Bill.

H. R. 7208, introduced by Tilson, authorizes the U. S. Bureau of Standards at Washington to certify apparatus to be used for measurement.

Dr. Geo. B. Burgess, director of the Bureau of Standards, told the House Com'ite on Coinage, Weights and Measures, Jan. 23, that, while the bill would authorize the certification of types of apparatus, the policing would remain with the states.

W. E. Symons, consulting engineer of New York, told the com'ite, the bill is an effort to extend bureaucracy, as an invasion of the right of a state to certify whatever it saw fit; and that any bill should specifically state that the present, or English system, is the standard of the United States.

New Bills in Congress.

The House Com'ite on Agriculture on Feb. 2, approved a bill, H. R. 487, amending the Pure Food and Drug Act of 1906, to provide that all food packages passing in interstate commerce must be completely filled irrespective of whether the weight of the contents is stamped on the package.

H. R. 6683, by Vestal of Indiana, has been reintroduced. This bill passed the House a year ago and was favorably reported on by the House Com'ite on Patents. It would consolidate all trade-mark legislation into one law.

Rep. Aswell of Louisiana told the com'ite that his bill, H. R. 9278, had been drafted without the equalization fee in order to be passed as constitutional.

J. N. Kehoe, Marysville, Ky., said the equalization fee is necessary "to give the pools perpetual life." He opposed the export debenture plan because tobacco is not exported.

Since the publication of the list of new bills on page 33 of Jan. 10 number, the following new bills have been introduced:

S. 2533, by Shipstead, to repeal the U. S. Grain Standards Act.

H. R. 9027, by Graham, to protect commerce against bribery.

H. R. 10377, by Purnell, for the eradication or control of the corn borer.

H. R. 6681, by Sanders, to prevent the sale of cotton in future markets.

H. R. 8839, by Jones, to prevent the sale of cotton and grain in future markets.

H. R. 8828, by Blanton, to prevent gambling in futures of grain, cotton, wool, mohair.

H. R. 7739, by Lankford, to establish a federal farm board to aid in orderly marketing.

S. 1988, by Sheppard, forbidding forecasts of future cotton prices by Government officials.

H. R. 9947, by Lankford, to establish a federal farm board to aid in the disposition of the surplus.

H. R. 10022, by Cole of Iowa provides for the regulation of use of certain sugars such as glucose.

H. R. 7940, by Haugen, to establish a federal farm board to aid in the disposition of surpluses.

H. R. 9040, by Perkins, to establish weight standards for mill products and all commercial feedingstuffs.

H. R. 6972, by Christopherson, to create the American stabilizing commission to purchase the surplus of farm products.

H. R. 9193, by Shallenberger, to prohibit the collection of a surcharge in connection with sleeping car accommodations.

H. R. 9040, a bill to establish the standards of weights and measures for grain products, was reported out of com'ite Feb. 1.

H. R. 7185, by Blanton, is his second bill to prohibit gambling in future cotton and grain, sales to be limited to actual owners.

H. R. 7942, by McKeown, for an appropriation of \$300,000 for the purchase of seed of cotton, kafir, milo, etc., for relief of flood-stricken farmers in Oklahoma.

S. 2508, by Trammell, providing that freight, express and passenger rates shall not be increased without authority of the Interstate Commerce Commission, and that shippers shall have 60 days' notice of hearings on applications to increase rates.

H. R. 9278, by Aswell, instead of an equalization tax, provides for a government appropriation of \$400,000,000, of which \$250,000,000 is to pay losses, and \$150,000,000 for loans to cooperative ass'ns only. The bill otherwise resembles the McNary-Haugen.

H. R. 9040, by Randolph Perkins, of New Jersey, has been favorably reported by the com'ite on coinage, weights and measures. Millers desire the enactment of the bill. It would make packages for flour and feeding stuffs in even weights that are multiples of 5 pounds. The section making it unlawful to pack these products in other than 5, 10, 25, 50, 60, 80, 100 and 140 lbs. is of doubtful validity.

Composition buttons, pipestems and telephone receivers may be one of the chief products of Iowa farms within the next few years, according to H. J. Brownlee, chief chemist of the Quaker Oats Co. of Cedar Rapids, Iowa, in an address delivered before the American Chemical Society at Iowa City last week. Oat hulls, corn cobs, and waste products from other farm products are converted into many substances of great economical value.—A. G. T.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Bennet, Neb., Jan. 26.—Wheat does not look good, too dry and no protection from cold weather.—L. E. Vining.

Waynesville, O., Jan. 25.—Wheat is looking badly, as we have had no snow protection. A large acreage will be resown to oats.—Everett Early.

Evansville, Ind., Feb. 2.—Considerable corn is standing in the fields. This soft corn is being fed to stock in limited quantities. Farmers are selling little of their good corn, as they expect better prices.—C.

Clinton-Cedar Rapids, Ia., Jan. 23.—Some farmers north of the Lincoln Highway are selling to the feeders in northern Illinois and Wisconsin, who offer them from 8 to 12 cents over the local market.—E. M.

Springfield, Ill., Feb. 8.—There was little or no snowfall the past week. The ground has been bare most of the week. Late wheat was damaged by the earlier cold and some of it was killed.—Clarence J. Root, meteorologist.

Albers, Ill., Jan. 25.—I have examined wheat plants in several fields and found some badly infected with Hessian fly and I have taken up some good strong plants which had no fly on them but which were frozen to the roots. According to my estimation the wheat is 50% winter killed and the abandonment will be heavy in this territory.—Wm. Netemeyer.

Conway, Kan., Jan. 28.—We are having fine weather since the zero weather a few weeks ago, but have not had much moisture, either rain or snow, since last fall. The growing wheat seems alive but there is not much top growth. Wheat is selling around \$1.15 per bu., more or less, as the market varies. Late threshed wheat was damaged to quite an extent by the wet weather of August. Early shock threshed and combined wheat sells a little better, but requires care in binning so as not to mix with damaged grain for the market.—F. L. Mowbray.

Looking at Winter Wheat Thru Blue Glasses.

Kansas City, Mo.—Under the present condition, with the soil very dry and not enough moisture for the ground to freeze, especially on the surface, makes the period during the coming six weeks, or two months, very important, as that is the time when we usually have very high winds, and changeable weather. The high winds have a tendency to blow the soil away from around the roots, and the severe freezes from time to time complete the damage. There are Eight Million acres of wheat in the Western half, of Kansas alone, practically all of which showed a very low condition in December, and with two months more of unfavorable weather, it certainly has not improved. The same thing applies also to Southwest Nebraska, Western Oklahoma, the Panhandle of Texas, and Colorado, with probably a total of thirteen to fourteen million acres, or about one-fourth of the total winter wheat area of the United States, that is susceptible to serious damage, possibly one-third of it being a total failure.—Shannon Grain Co.

All Russian Wheat Reports Under Suspicion.

The absence of reliable facts with regard to any one wheat producing country tends to introduce elements of uncertainty and, therefore, of risk into the wheat market. The one important country for which reliable facts have not been available in the past few years is Russia. In his very interesting and valuable annual review of the international grain trade for 1927, Mr. Broomhall comments strongly on this matter. In Russia itself there is make-believe and outside of Russia there is suspicion, and in such an atmosphere it is impossible to form any clear idea of what is happening in that country. Mr. Broomhall states that he does not think it worth while to print a tabular statement showing the official figures of Russia's production. That comment of this kind should be made, is an evidence of the high standard of accuracy and completeness in all fundamental facts which is today demanded for the proper conduct of the world's wheat trade.—Grain Trade News.

Russian Government Can Not Get Grain.

In all sections of Russia, instead of selling to the government organizations, the peasants are using grain to make home brew and using the mash residue as fodder.

Private buyers are paying the peasants more than the government, which has found it necessary to publish a decree forbidding the traders to pay more than the government price.

Local commissars are closing the peasants' mills in an endeavor to force them to sell their crops.

In one week recently in Moscow and Leningrad 800 bread speculators were arrested. At Novgorod 45 private grain dealers were arrested and charged with manipulating the market.

Sydney Anderson, of Lanesboro, Minn., pres. of the Millers National Federation, told the House Com'ite on Agriculture Jan. 27, that the McNary-Haugen bill was unsafe. "I would favor a farm board which would act in a supervisory capacity and not commercially, because business is essentially an autocratic proposition where responsibility must be fixed. In business it is often better to act quick, tho wrong, than to act slowly."

Wheat in Transit Nine Months.

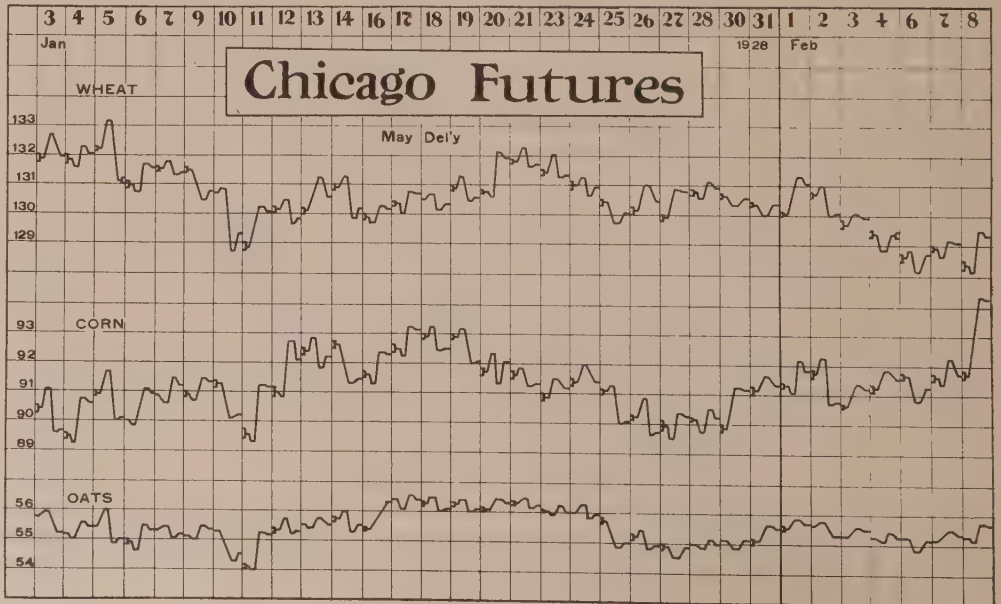
A sailing vessel has just reached London with 4,000 tons of wheat on board which left Australia nine months ago. The whole voyage was a heroic fight against an almost continuous succession of storms. The average voyage for a sailing vessel from Australia is only about four months and for a freight steamer a little over a month and a half. That sailing vessels are still a factor of some importance in ocean carriage is perhaps not generally realized. It is only a very few years ago, however, that charter rates on sailing vessels from Australia were regularly quoted in the freight market and were generally a couple of shillings per ton less than for a steamer.

That a cargo of wheat might be nine months on passage illustrates the risks of grain trading. When that cargo sailed from Australia, wheat prices were between 10 and 20 cents per bushel higher than they are today, and if it were not for the hedging facilities provided by the "futures" markets, the owners would have suffered a very serious loss. Another point brought to mind is the very careful planning of the shippers of grain, who take into account all contingencies and produce the result that supplies arrive in Europe with surprising regularity and according to the need at the time.—Grain Trade News.

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

WHEAT														
Jan.	Jan.	Jan.	Jan.	Jan.	Jan.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.
25.	26.	27.	28.	30.	31.	1.	2.	3.	4.	6.	7.	8.	9.	
Chicago	130	130 1/2	130 3/4	130 3/4	130 1/2	130 1/4	131	130	129 3/4	129 3/4	128 5/8	129	129 1/4	130 1/2
Kansas City	124 1/2	124 1/2	125	125 1/2	124 3/4	124 3/4	125	124	124 1/4	123 3/4	122 3/4	122 3/4	122 3/4	124 1/4
St. Louis (h'd w'r)	131	131 1/2	131 3/4	132	131 3/4	131 3/4	132 1/2	130 3/4	130 3/4	130 3/4	129 3/4	130	130 3/4	131 1/2
Minneapolis	126 1/4	126 3/4	127	127 1/4	126 3/4	126 1/2	126 3/4	126 1/2	126	125	124 1/4	124 3/4	125 1/4	126 1/4
Duluth (durum)	120 5/8	121 1/8	121 3/8	122 1/4	121 1/8	121 1/8	122 1/2	121 1/8	121	120 1/4	119 1/4	119 3/8	120	120 7/8
Winnipeg	135 1/2	135 1/4	135 3/4	135 3/4	135 3/4	135 1/2	135 5/8	135 3/8	135	134 1/4	133 3/4	133 3/4	134	134 3/4
Milwaukee	130 1/2	130 3/4	130 3/4	131	130 1/2	130 1/4	131	130 3/4	130	129 3/4	128 3/4	129 1/4	129 1/2	.....
CORN														
Chicago	90	89 5/8	90 1/4	90 1/4	91 1/8	91 1/4	91 3/4	90 3/4	91 1/8	91 1/8	91 1/4	91 3/4	94 1/4	95 1/8
Kansas City	83 3/4	82 3/8	83 1/4	83 3/4	84 3/8	84 3/8	84 3/4	83 3/8	84 3/8	84 3/8	84 3/4	84 3/4	86 3/8	87 3/8
St. Louis	90 7/8	90 3/4	90 1/2	91 1/4	92 1/2	93	93 3/8	93	93	92 3/4	92	92 3/4	95 3/8	96 3/8
Milwaukee	90 1/4	89 3/4	90 1/4	90 3/4	91 1/8	91 1/4	92	91	91 1/4	91 1/4	91 1/4	91 1/4	94 1/4	.....
OATS														
Chicago	55	54 7/8	54 3/4	55	55 1/2	55 1/2	55 5/8	55 1/2	55 1/2	55 1/2	55 1/2	55 1/2	55 5/8	55 5/8
Minneapolis	51 7/8	51 1/4	51 1/4	51 1/4	51 1/4	52 1/8	52 1/4	51 1/8	52	52	51 3/4	52	52 3/8	52 1/4
Winnipeg	63 1/2	63 3/4	63 1/2	63 3/4	63 3/4	63 3/4	64 1/4	63 3/8	63 3/4	63 3/4	63	63	63 1/4	63 3/4
Milwaukee	55	55	54 3/4	55	55 1/2	55 1/2	55 5/8	55 1/2	55 1/2	55 1/2	55 1/2	55 1/2	55 5/8	.....
RYE														
Chicago	109 1/2	109 3/4	109 3/4	109 3/4	109 3/4	108 7/8	109 1/4	108 1/4	108 3/8	108 3/8	107 3/4	107 3/4	108 3/8	108 3/8
Minneapolis	103	103 1/4	103 1/4	103 1/4	102 3/4	102 1/2	103	102 1/4	102 1/4	101 3/4	100 7/8	101 1/4	101	101 3/4
Duluth	106	106 3/8	106 3/8	106 3/8	105 5/8	105 1/2	105 5/8	105 3/8	105 3/8	104 3/4	104 1/4	104 1/4	104 3/4	105 1/4
Winnipeg	108 3/4	108 3/4	108 3/4	108 3/4	108 3/4	107 1/2	107 1/2	107 1/4	107 1/4	106	105 3/4	105 3/4	106 3/4	106 3/4
BARLEY														
Minneapolis	80 3/8	80 7/8	81 1/4	81	80 3/4	80 1/4	80 5/8	80 3/8	80 3/8	79 3/4	80 3/8	80 1/4	80 3/8	80 3/4
Winnipeg	87 3/4	88 1/8	88 3/8	88 3/8	88 3/8	87 3/4	87 3/8	87 3/8	87	86 1/2	87 3/4	87 3/8	87 3/8	88 1/4



Hoch-Smith Hearing at Chicago.

The hearing by the Interstate Commerce Commission on the general grain rate structure has been continuing interminably at Chicago.

The railroad companies have been putting in testimony during the past two weeks.

A. F. Cleveland, asst. gen. frt. agt. of the Northwestern testified Feb. 2, that the carriers desire no changes in rates in Western Trunk Line territory, except that the grain rates in Iowa, Minnesota and the Eastern one-half of the Dakotas be brought in line with the scale proposed in I. & S. 2469.

The railroads had 16 farmers in from Kansas to testify that farming was not in a depressed condition, as alleged in the Hoch-Smith resolution.

T. F. Hopkins, who owns a 2,000-acre wheat farm near Liberal, Kan., testified that most of the unsuccessful farmers purchase automobiles on the installment plan before they get their crops harvested, and that "they go riding around instead of tending to their work." "Virtually all farmers now live in town and drive out to their farms to work every day."

Six Nebraska farmers, brot in by the carriers testified that conditions had improved greatly since 1924, laying much of the difficulty to ill-advised land speculations in the war period.

A. L. Bergfield, supt. of transportation, of the G. N., and F. M. Gates, supt. of car service of the Soo Line, said the grain movement was made relatively expensive by the necessity of storing idle cars to meet the fluctuating needs. In 1927, the Great Northern had accumulated 596,083 idle car days by storing cars in grain territory.

C. E. Spens, vice-president of the Burlington said the benefits to farmers of a general reduction would be negligible.

H. A. FELTUS, of Minneapolis, Minn., traffic manager for the Van Dusen-Herrington Co. gave information on the relationship of prices paid at county elevators, as against those paid at terminals, Duluth and Minneapolis,

Wheat Movement in January.

Receipts and shipments of wheat at the various markets during January, as compared with January, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	1,370,931	1,474,189	1,382,225	2,350,067
Chicago	814,000	1,176,000	1,870,000	1,257,000
Cincinnati	238,000	109,200	257,600	245,000
Duluth	3,231,013	2,341,402	576,700	1,008,841
Ft. William	21,962,390	14,029,019	1,691,753	3,598,849
Ft. Worth	599,200	588,000	1,297,800	427,000
Galveston			168,000	2,415,582
Houston				281,280
Hutchinson	1,119,150	2,563,650		
Indianapolis	309,000	96,000	136,500	253,500
Kansas City	4,172,600	6,040,350	3,567,850	2,738,450
Milwaukee	113,760	91,000	43,750	107,527
Minneapolis	9,104,410	5,060,260	3,585,550	2,050,500
New Orleans	550,801	221,200	596,216	893,706
New York	4,625,600	6,413,400	5,504,000	8,038,000
Omaha	1,350,400	1,411,200	1,052,200	1,107,400
Philadelphia	503,406	5,234,680	4,390,483	
Portland	3,063,850	2,273,600	2,474,179	1,494,852
St. Louis	2,196,600	1,601,800	1,598,800	1,359,400
San Francisco	400,767	139,167		
Superior	1,938,926	1,189,906	704,959	736,558
Toledo	493,145	1,752,600	379,870	537,125
Wichita	1,429,650	1,568,700	1,198,800	1,174,500

Barley Movement in January.

Receipts and shipments of barley at the various markets during January, as compared with January, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	1,233,078	802,759	1,041,000	816,207
Chicago	763,000	518,000	164,000	165,000
Cincinnati	1,400	1,400		
Duluth	146,350	57,209	140,001	137,321
Ft. William	1,724,412	2,145,939	1,376,516	2,944,049
Ft. Worth	33,600	49,600	4,800	11,200
Galveston			131,816	150,066
Hutchinson		5,000		
Kansas City	76,800	43,200	142,400	8,000
Milwaukee	1,108,640	949,420	193,690	179,718
Minneapolis	2,143,830	842,350	1,771,150	669,080
New Orleans		1,600		
New York	1,513,000	3,032,800	1,338,000	1,353,000
Omaha	110,400	33,600	176,000	33,600
Philadelphia		395,256	2,802	222,960
Portland	20,800	49,600	130	366
St. Louis	185,600	108,800	35,200	16,000
San Francisco	324,718	991,080		
Superior	143,396	59,625	157,525	63,419
Toledo	9,600	2,400		
Wichita	2,400	7,200	2,400	2,400

which had been requested by the Commission.

The "First annual dinner of the veterans of 17,000-7" was held at the Union League Club on the evening of Feb. 2, Frank Townsend of Minneapolis, having invited about 50 of those who have been participating in the Hoch-Smith case to join in song and extemporaneous speeches. The jokesmiths named Conrad Spens, vice pres. of the "Q" as chairman and Luther Walter, sec'y, to arrange for the next "annual" dinner, provided the examiners do not complete their report.

Opposition to Corn Borer Waste.

Representative Frank Murphy of Steubenville, O., and Ray Campbell, a farmer, of Harmon, Mich., appeared Jan. 25 before the House Com'te on Agriculture in opposition to appropriation of \$10,000,000 for corn borer control work in 1928. Mr. Campbell said he preferred to clean up his own farm and not have the Government pay him for the work. "Crop rotation will solve the problem. The corn borer will not destroy the corn belt of the United States."

He quoted Dr. A. F. Woods, director of scientific work of the U. S. Dept. of Agriculture, as stating that methods of corn borer clean-up employed in 1927 were impracticable.

Frank Holmes, editor of the "News," Nevada, O., said a rational rotation of crops and an intelligent cultivation were all the control necessary.

That the federal government cease any form of corn borer control was requested by 1,244 farmers of Putnam County, O., in a petition presented by C. E. Wharton, Kenton, O., National Chairman of the U. S. Federated Clubs, who said he represented 2,000,000 taxpayers, and threatened that if the request of his organization was not heeded, every means would be used to remove the members of the Com'te from political activity.

Dr. C. O. Beardsley of Ottawa, O., representing the Putnam County Tax League, said there was not one corn borer on his farm in 1927. "The appropriation is a waste of public funds. One man in Pandora told me he accepted \$300 from the Government for so-called clean-up work and 'didn't know what he had done for it.'"

Henry Pohlman, Napoleon, O., said the farmers could control the borer in the ordinary way of farming.

C. E. Wharton said the corn borer had been prevalent in Europe for 400 years and in the United States for more than 100 years. "The corn borer is dangerous, but so is the potato bug, which has been controlled by the farmer for years without outside assistance."

"When the farmers wake up to the way they are being 'bunked' it will be a sad story. Everywhere you hear nothing but programs to help the farmer. How do you know the farmers need help?"—J. E. Gorman, pres. of the Rock Island Lines.

Corn Movement in January.

Receipts and shipments of corn at the various markets during January, as compared with January, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	131,565	115,376	16,429	34,286
Chicago	9,725,000	8,227,000	3,251,000	2,011,000
Cincinnati	383,200	370,600	317,800	282,800
Duluth	8,639	1,180	1,204	
Ft. William		3,021	3,021	
Ft. Worth	783,000	570,000	107,800	79,500
Galveston			519,915	
Houston			150,597	
Hutchinson	375,000	131,250		
Indianapolis	1,807,000	1,743,000	1,216,000	1,485,000
Kansas City	7,560,000	2,328,000	4,471,500	111,000
Milwaukee	1,764,160	1,653,160	486,750	253,000
Minneapolis	1,173,380	1,566,010	631,550	536,960
New Orleans	539,474	466,500	186,046	442,275
New York	99,000	130,500		17,000
Omaha	4,366,600	2,611,000	4,113,200	1,376,200
Philadelphia	184,178	32,940	42,857	
Portland	162,000	162,000	197	71
St. Louis	4,246,200	1,905,400	2,132,400	634,600
San Francisco	98,771	99,486		
Superior	9,070	3,777		
Toledo	150,000	348,750	79,760	232,330
Wichita	388,800	67,200	162,000	43,200

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Bennet, Neb., Jan. 26.—We have lots of good corn to ship when the market rallies.—L. E. Vining.

Waynesville, O., Jan. 25.—No corn for sale, as feeders are taking all that is offered.—Everett Early.

Bloomfield, Neb., Feb. 3.—Local elvtrs. are running night and day to take care of the large amount of corn. This is the first time such a condition has been known for many years.—P.

Watford City, N. D., Jan. 25.—Grain shipments during 1927 amounted to 891,611 bus. It is believed that the total shipment of the 1927 crop will amount to more than 1,000,000 bus.—X.

Kansas City, Mo., Feb. 1.—Corn receipts during the month of January broke a record, amounting to 5,040 carloads, exceeding the previous high total of 1919 by 447 cars. During January, 1927, 1,552 cars were received and in January, 1926, 2,579 cars.

Houston, Tex., Feb. 1.—Of the 313,000 bus. of grain loaded from the elevators during January not a single bu. was wheat. Instead there were 150,597 bus. of corn, 50,572 bus. of kafir corn and 112,231 bus. of milo maize. In January, 1927, there were 281,280 bus. of grain loaded from the local elevators and it was all wheat.—W. H.

During December, 1927, 1058 mills ground 42,516,739 bus. of wheat, which was 53.4 per cent of total capacity operated, compared with 40,623,774 bus. of wheat ground by 1053 mills in December, 1926, which was 53.0 per cent of total capacity operated. During December, 1927, 71 of the 1058 mills with a capacity of 31,320 barrels, were idle. Of these 883 concerns reporting on these 1058 mills, 863 were in operation in 1925.

Rye Movement in January.

Receipts and shipments of rye at the various markets during January, as compared with January, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	155,901	172,511	77,299	129,181
Chicago	149,000	140,000	179,000	154,000
Cincinnati	1,400	5,000		4,200
Duluth	718,466	393,888	27,613	
Ft. William	709,732	430,233	13,714	59,893
Ft. Worth	4,500	3,000		
Galveston			63,028	25,714
Hutchinson	1,200	3,600		
Kansas City	28,500	46,500	49,500	112,500
Milwaukee	64,800	144,530	47,220	21,040
Minneapolis	343,730	304,230	65,340	142,110
New Orleans	206,794	49,500	135,857	85,714
New York	424,500	811,500	305,000	652,000
Omaha	89,600	92,400	98,000	247,800
Philadelphia	119,302	45,392	25,730	40,000
Portland	7,500	4,500		
St. Louis	192,800	137,800		5,200
Superior	386,207	199,079	7,964	
Toledo	3,600	19,200	3,685	12,170
Wichita		2,400	1,200	

Oats Movement in January.

Receipts and shipments of oats at the various markets during January, as compared with January, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	137,550	51,539		
Chicago	3,292,000	4,177,000	2,378,000	1,662,000
Cincinnati	262,000	332,000	234,000	144,000
Duluth	40,339	23,954	26,000	14,500
Ft. William	1,285,480	1,064,383	1,376,418	689,846
Ft. Worth	192,000	526,000	54,000	98,000
Hutchinson	6,000	12,000		
Indianapolis	570,000	836,000	558,000	744,000
Kansas City	274,000	420,000	308,000	142,000
Milwaukee	458,400	1,043,520	402,100	405,255
Minneapolis	1,854,300	931,870	498,590	2,099,040
New Orleans	142,013	66,000	53,060	170,411
New York	798,000	994,000	102,000	81,000
Omaha	670,000	496,000	728,000	416,000
Philadelphia	108,313	151,996		19,921
Portland	97,500	120,000	9,270	31,758
St. Louis	1,856,000	1,928,000	1,502,000	1,528,000
San Francisco	51,875	59,500		
Superior	39,241	17,284	72,456	86,846
Toledo	282,900	1,210,950	89,410	129,500
Wichita	67,500	31,500	28,500	13,500

Reinforced Concrete Elevator at Paris, Tex.

A new elevator has just been completed for the Paris Milling Co. at Paris, Tex., by Jones-Hettelsater Construction Co. This is an addition to the former facilities of the company and raises the storage capacity of the property from 100,000 to 300,000 bus.

The new construction consists of eight concrete tanks with interspace bins set four in a row. Each tank is 18 ft. in diameter, inside measurement, and 90 ft. high. Over these is a conveyor gallery in which operates the distributing belt.

A superimposed head-house serves the tanks. This is equipped with one leg and an Armored Eureka Compound Elevator Separator. A power shovel is used for unloading incoming cars.

Power is supplied thru three Allis-Chalmers electric motors. A 25-h.p. motor operates the leg, the cleaner and the gallery belt conveyor. A 5-h.p. motor is used on the tunnel belt conveyor and another of the same size is used on the power shovel. Link-Belt silent chain drives are used thruout.

All machinery and sheet metal for the house, with the exception of the cleaner, the belting, the chain drives and the motors, was furnished by J. B. Ehrsam & Sons Manufacturing Co. The Paris Milling Co. has the only grain handling facilities at Paris.

Stocks on farms Mar. 1 will be reported by the Government at 2 p. m., Mar. 8.

C. V. Topping Dead.

Chas. Vinton Topping, sec'y of the Southwestern Millers League, since its formation in 1909, died at his home in Kansas City, Mo., Feb. 6, after a prolonged illness.

Mr. Topping was a member of a family of millers. He was born about 1862, in Wisconsin, the son of E. Topping. From 1880 to 1895, he was associated with the late Christian Hoffman and C. B. Hoffman in the Hoffman Mills at Enterprise, Kan. He was made sec'y of the old Kansas Millers Ass'n while with the Hoffman Mills. Later he became sec'y of the Oklahoma Millers Ass'n. When the Southwestern Millers League was formed he was offered the position of sec'y and traffic mgr., and moved to Wichita where the first headquarters of the League were established and then to Kansas City.

He is survived by his wife, a son, Jerome V. Topping, who has been his ass't, and a daughter, Miss June Topping. Two brothers, Dr. John B. Topping of Ottawa, Kan., and J. Larkin Topping of Gravette, Kan., and a sister, Mrs. A. L. Ashby of Shidler, Okla., also survive. Funeral services were held Feb. 8, at Newcomer's Chapel, and the body taken to Baldwin, Kan., for interment.

Opposition to the \$350,000,000 program for irrigation works in the West was voiced by J. L. Tober, of Columbus, O., pres. of the National Grange, before the House Com'te on Irrigation and Reclamation. He said the projects should be held in abeyance until the farmer's dollar had reached par.

The Grain Exchange.

By SAMUEL P. ARNOT

(President Chicago Board of Trade)

The Chicago Board of Trade will be eighty years old in April.

It was organized in 1848 for the purpose of improving methods and practices in the marketing of grain.

In the year 1856, the first for which records are available, receipts of grain in Chicago amounted to only twenty-three million bushels. In recent years the yearly receipts have totaled nearly four hundred million bushels.

Since 1856 the volume of grain received in Chicago has totaled fifteen billion bushels. Shipments in the same period have been approximately ten billion bushels.

Bank balances of members of the exchange amounted to less than a million dollars in that first year of statistical records.

Today it is estimated that members of the Chicago Board of Trade maintain balances in Chicago banks totaling some two hundred million dollars.

Memberships in the exchange once sold for as little as ten dollars each.

In recent months they have brought more than ten thousand dollars each.

This, in brief, pictures the growth of the largest commodity exchange in the world.

During the first quarter century of the existence of the exchange, the Chicago Board of Trade took leadership in most of the civic affairs and commercial projects centering in Chicago.

Later came other enormous financial and industrial groups—railroads, steel mills, packing houses, and immense manufactories. In the natural evolution of business this civic leadership was divided among the various large interests. But the exchange has continued to be a powerful influence in the commercial life of the city. It has been estimated that thirty thousand persons are directly, and one hundred thousand indirectly, given employment by reason of the Chicago Board of Trade.

By the very fact that the Chicago Board of Trade is the central grain market of the entire world, it has been the target of all attacks by those who oppose the present system of marketing. In virtually all cases such attacks have been purely political. They will continue, probably in less and less degree, just so long as the fortunes of the farmer rise and fall with the weather, with crop conditions, and with production and consumption in America and abroad.

To the man familiar with present day marketing methods one fact stands out clearly: If the grain exchange were not serving an economic purpose, and if it could be replaced by a safer and more economical method, it would have been destroyed many, many years ago when the first troupe of excited farm leaders stormed congress because prices had slumped. Like subsequent groups they finally abandoned the effort when shown that the exchange does not make the price but simply registers the price; that the actual toll on grain between producer and consumer is smaller than that which exists in the marketing of any other staple farm product. This fact, in the last analysis, has been and will continue to be the salvation of the exchange. The exchange markets grain at smaller cost than obtains in any other system ever devised. Hence all signs point to the continued growth and importance of the exchange.

Simply justifying its existence and preventing its destruction has not meant victory for the grain exchange, however. The political attacks, often used for the sheer purpose of attracting attention of the rural voters, have taken a heavy toll. This exchange and the other American grain exchanges have been drained time and again in carrying on the fight necessary while proving its case. Complaint has sometimes been heard that the exchanges have not progressed as rapidly as some other industries. If this be true, the cause may be



New Reinforced Concrete Elevator of Paris Milling Co., at Paris, Tex.

traced directly to law-making bodies. Agitation has kept the markets in a state of uncertainty for thirty years. Harm caused by laws actually passed has been negligible compared with the devastating effects of periodical political attacks. The best efforts of the exchanges and millions of dollars have been required to ward off such attacks. Such money and such effort should have been put back into the machinery of marketing. Railroads suffered from lack of progress during their long period of political attack and domination.

What are the usual complaints against the exchange? They vary almost with the seasons. Often the complaint is that the exchange makes prices too low or too high. After such a charge, always a sensation, the leading economists, agriculturists and government experts step in and show that the claim is ridiculous. Then the charge of too much speculation may be made. But it is pointed out finally, and proved, that a broad liquid hedging market, such as the farmer needs, cannot be broad and liquid without competent speculation. That point settled, complaint is directed against short selling. Perhaps such a highly involved subject will hold the attention of a congressional committee during an entire session of congress. Ultimately it will be found, and so reported, that short selling is absolutely essential to the maintenance of a futures market.

A few years ago all the complaints against the grain exchanges were weighed and considered and a very effective and comprehensive law was enacted to cover the entire situation. It was to bring all controversy to an end. The law is the grain futures act which places the exchanges under the direct supervision of the United States department of agriculture. It is in many respects an excellent law, and the exchange and the government have worked in close harmony in its intelligent enforcement. No additional federal laws are needed and such conclusion, it is confidently believed, will at length be reached by all. Then the exchanges, like the railroads, will enter into a period of more rapid progress, to the benefit of farmer and city man alike.

What is the status of the grain exchange today? What of the future? Without exaggeration it may be stated that the grain exchange is in a fundamentally stronger position than at any time in twenty years. One by one the socialistic doctrines of lawmakers have been rejected. One by one the radical farm leaders have slipped back into obscurity. A new wave of sentiment, a new tendency, is rapidly developing in America. Perhaps it may be traced to the fact that this is a nation of business. Even the laborer feels himself somewhat of a business man. He may, and often does, own a few shares of stock in something. Like the average American citizen, he wants to see continued national progress. Stock and commodity exchanges are now recognized as a vital necessity in our commercial life. Nothing has been even suggested that might replace the present system.

There was a time when oratory and colorful arguments turned the course of events. That day has passed in America. This nation of business is hungry for facts and is using only facts as its commercial guide. And in every instance where the grain exchange has been on trial in recent years, the facts that finally stood out above the sparkling oratory proved indisputably that the present marketing system is fundamentally sound and economically valuable.

Grain exchanges are improving and perfecting their machinery year by year. They are definitely on the upgrade.

The biggest wheat farmer in North America, and probably the biggest in the World, is a man named Thomas Campbell, who lives near Hardin, Montana. He cultivates 100,000 acres. He does not believe that any new acts of Congress or any large expenditures of public money are needed, or that it is necessary to reduce the tariff but only to adjust it fairly to the farm industry. He thinks farm taxes should be reduced and freight rates adjusted. One very significant recommendation to other farmers is that they should use the selling machinery already set up instead of duplicating it.

A Big New Elevator for Buffalo.

The largest flour mill in Buffalo is to be built by the Standard Milling Co., which operates as subsidiaries the Hecker, Jones, Jewell Milling Co., of New York, the Northwestern Consolidated Milling Co., of Minneapolis, and the Southwestern Milling Co., of Kansas City.

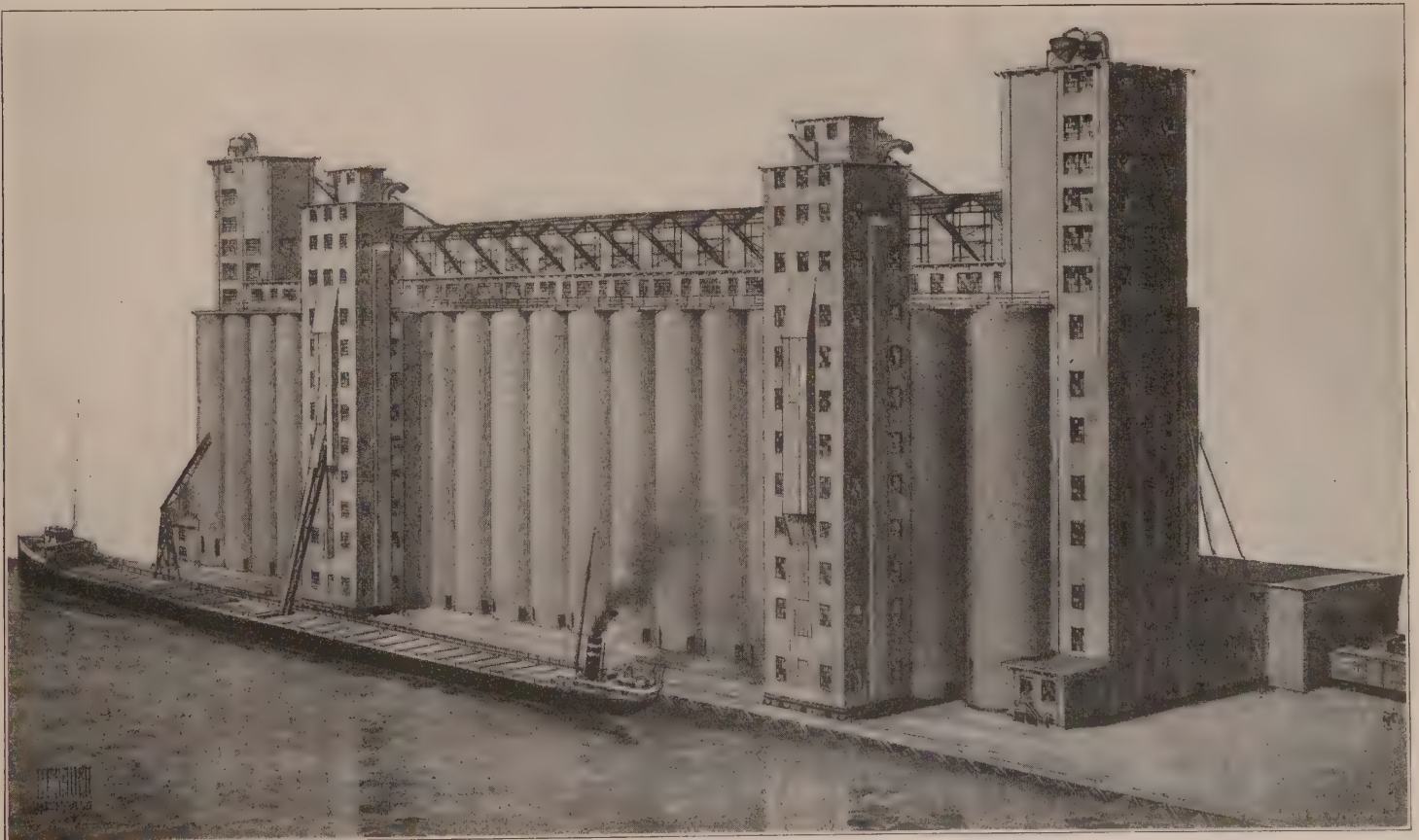
The grain elevator to be erected in connection therewith is illustrated in the engraving herewith. It will have a capacity of 5,500,000 bus.

This elevator is designed so as to do a public elevator business thru the working house at the right end of the picture. The head house at the left end of the picture is provided to clean and handle grain to the mill. For unloading grain from boats, two marine towers are provided, each having an elevating capacity on the dip of 33,000 bus. of wheat per hour. This is intended to be the most efficient modern elevator ever erected taking into consideration the number of men required to operate it, the low operating cost, the rate at which the grain can be handled and the dust collecting and dust prevention features incorporated in the design.

The entire plant including the dock is to be constructed of reinforced concrete resting on circular concrete caissons carried to rock. The plant will be equipped thruout with the Budd-Sinks dust prevention system and will be provided with the usual Stewart type of steel bin bottoms.

It was decided to construct a three million bushel unit of the elevator first and this elevator could be used to supply the Standard Milling Company's mills while the new mill was being constructed. Additional storage units will be constructed to the right of the picture and of course additional marine towers can be provided.

The negotiating for the property and the preparing of the plans and specifications for the entire project was done by the A. E. Baxter Engineering Co. The James Stewart Corporation, of which W. R. Sinks is pres. and Thos. D. Budd, vice pres., was awarded the contract to construct the elevator.



5,500,000-bu. Reinforced Concrete Elevator Being Erected at Buffalo for the Standard Milling Co.

The Grain Buyer and the Combine

Address by R. H. Black, U. S. Dept. of Agriculture, before Tri-State Country Grain Shippers Ass'n, at Minneapolis

Large combine harvester-threshers have been used for many years in the Pacific Coast states. About ten years ago the small combine cutting a swath from 8 to 20 feet in width was greatly improved and the combine was quickly adopted by winter wheat farmers in the central part of the United States. Within the last three years combines have rapidly spread north from the winter fields of Kansas into the spring wheat areas of the central northwest.

In 1926 there were a few scattered combines in the spring wheat area and in 1927 over 500 combines were used in the four states of Minnesota, Montana, North Dakota and South Dakota; about fifty of these combines were in the territory covered by your ass'n.

The combine harvester-thresher is a labor saver and convenience on many farms. By using the combine, the average farmer is able to harvest his own crop without hiring more than one or two extra men. Our farm management economists have found that the use of the combines saves from 12 to 15 cents per bushel in the cost of harvesting over the old method of using combines and stationary threshers.

There are always some losses of grain in shocking and in picking up the shocks, losses from bundle wagons and losses around the thresher which are not found when the combine is used. Various estimates have shown that the combine method of harvesting saves from a peck to a bushel per acre over the old method of harvesting.

With a lower cost of harvesting, a greater convenience in the employment, feeding and housing of extra labor and an additional increase in the bushels of grain saved it is natural that the use of the combine has spread so rapidly.

Too often in the selling of combines all of these advantages are exaggerated and no thought is given to the possibility of the condition and quality of grain harvested by the combine method being lower than that harvested by the old method.

Grain harvested with the combine will be of as good condition and quality as with the old method if certain precautions are followed.

The humidity in the territory covered by your ass'n is higher than in the western part of the spring wheat area and since the harvest in your section of the country comes later than in the winter wheat sections of Kansas, the length of day is also shorter; weeds are much more prevalent in the spring wheat area than in the winter wheat areas. All of these conditions tend to operate against the economical use of the combine in your districts and in part to overcome the advantages claimed for the use of the combine.

Cutting before Ripe.—Combine grain which is cut before the grain is fully matured, or which contains too much moisture, or which contains even as little as 2 or 3 per cent of green weed seeds cannot be safely handled thru the country elevator unless the elevator is equipped to process the grain within twelve hours after it is received.

Purchasing combine grain or other threshed grain which was threshed too green or too wet and which contains green weed seeds is a very hazardous transaction, and even though the buyer may take what he considers a fair discount, this discount is seldom sufficient.

Wait till Grain Is Dead Ripe.—Combine grain should not be cut until it is fully matured not only from the probability of its spoilage in storage but because until the grain is fully matured it has not attained its full weight. It is decidedly to the advantage of both the farmer and the elevator operator to see that combines are not started in the fields until the grain is dead ripe. Starting before the grain is ripe is one of the most common mistakes made wherever combines are used for the first time and has been disastrous to the farmer who cut his grain too green and to the elevator buyer who bought the grain.

The elevator buying combine grain should have a moisture testing machine. Wheat coming from the combine may feel as if it had only 13 or 14 per cent of moisture in it and yet have 2 or 3 per cent additional moisture. Biting the kernels gives a partial indication of the true moisture content, but it is not a sure indicator. Because grain dries more rapidly on the stalk than in the shock after a heavy rain, farmers often start cutting with the combine before the grain is dried sufficiently. It is possible to thresh grain with the combine containing a higher percentage of moisture than when the grain is threshed in the shock. The manner in which the grain is rapidly threshed out of the heads is not a safe indication of the true moisture content of the grain.

Testing Samples from the Fields.—Many grain shippers who have moisture testers in combine districts urge their customers to bring samples of grain for moisture tests from their standing fields and in this way prevent some of the

premature cutting. Such samples should be carefully taken and properly handled to be sure that none of the moisture has escaped. One fairly satisfactory method is for the farmer to break off a large number of heads of the grain from different parts of the field, enough to fill a 10-pound paper bag is usually sufficient. A double bag should be used and wrapped in newspaper so that very little of the moisture will escape while being carried from the field to the elevator. The grain can be threshed out by hand on arrival at the elevator and the moisture test made immediately. Such a test will usually be only one or two per cent under the actual moisture of the grain in the field if only an hour or two elapses between the time the sample is taken and the moisture test is made.

Combine operators also make the mistake of starting their machines too early in the morning. Moisture in standing grain increases very rapidly during the average night, and if there has been any dew it is seldom possible to start the combine in the territory served by your ass'n earlier than 10 or 11 o'clock in the forenoon. Many times it would be better both from the standpoint of the farmer and the elevator operator if the combines were not started until afternoon.

There is a direct relation between the percentage of moisture in wheat and test weight of the wheat; as the moisture content of the wheat decreases, the test weight of the wheat increases.

Last summer the Grain Investigations Division of the Bureau of Agricultural Economics of the United States Department of Agriculture operated a laboratory near Jamestown, North Dakota (Jamestown is near the central part of North Dakota and is nearly in the center of the spring wheat area) for over two months and closely followed every operation of two combines. About 700 moisture tests were made at this laboratory during that time and a careful check was made each day on the various factors influencing the condition and quality of the grain from which I have drawn the conclusions in this talk to you.

Combine May Be a Detriment.—Your interest in the proper use of the combine is even greater than the farmers, yet if the farmer does not intelligently use this new machine it will be a detriment to him as well as to you. For example: If he should start cutting before the grain has properly dried so that the moisture content is not over 14 or 14½ per cent, he is doing so to his own detriment, because it will be necessary for you to discount for the moisture in his grain and because the test weight of his grain will be lower than when the grain is dry.

Waiting 2 Hours Increased Value of Wheat 20 cents.—At Jamestown, North Dakota, a light rain fell during the afternoon and evening of Aug. 26; Aug. 27 was slightly cloudy with a strong southwest wind; Aug. 28 was clear with a west wind. The combine started cutting at ten A. M. The wheat threshed readily. Upon making test of the grain it was found that the wheat contained nearly 23% of moisture and the test weight of the dockage free wheat was only 45 pounds. Using the "Grain Bulletin" card as a basis, this wheat was worth at 10 A. M. only 79 cents per bushel. At noon the moisture content had decreased to under 17% and the test weight had increased to over 50 pounds. The wheat was then worth 99 cents per bushel, an increase of 20 cents per bushel by waiting from 10 A. M. until noon before cutting. At 6 P. M. on the same day the test weight had increased to nearly 53 pounds and the moisture content had decreased to 14% and the wheat had a market value at Jamestown, North Dakota, of \$1.12 per bushel.

The grain cut during the afternoon felt dry shortly after cutting, and it is probable that nearly every elevator operator would have taken the wheat on the basis of the test weight without making a moisture test if it had been hauled to the elevator direct from the combine. Freshly combined grain of high moisture content is apparently drier in its outer coatings than in the central part of the kernel. This is even more apparent in barley than in wheat.

No elevator can afford to pay full price for wheat which contains an excess of moisture and unless the buyer has a large amount of dry grain on hand in which he can mix the wet wheat off he cannot even afford to buy the wet wheat at any price.

Every farmer who operates a combine should have part of his granary space equipped with ventilators so that he can dry excess moisture grain on the farm before offering it to the elevator.

Green weed seeds if left in the combine grain nearly always cause spoilage; combine grain containing weed seeds should be cleaned within 12 hours after it is cut and preferably immediately after the grain is cut. Green weed seeds often contain as high as 50% or more moisture

and a large part of this moisture quickly transfers to the grain, lowering the test weight of the grain. During this transference of the moisture a large amount of heat is generated and spoilage occurs.

Development of Chicago's Cotton Trade with the Southwest.

Texas has on occasions raised nearly 50% of all the cotton produced in the U. S. and with improved machinery, bids fair to reduce the cost of production of cotton as well as increase in a large degree the production. The Chicago Board of Trade 50-bale unit of trading and the magnificent salt water ports of Galveston and Houston with the most modern cotton warehouses and grain elevators, have made a great impression upon James E. Bennett and he feels that Texas and Oklahoma together some day, with the gulf ports as a natural outlet, will be increasingly productive in both grain and cotton. He expresses the belief that some time in the future and perhaps not distant future, Texas may produce from 50 to 100 million bus. of wheat on what are the most fertile plains in the United States. Soil conditions in north Texas and the Pan Handle are magnificent. Much of the soil matching in appearance and productiveness the best part of the corn belt in central Illinois. He feels that the Chicago grain trade has a wonderful opportunity in this section and with the cotton adjunct which is becoming very important, it is a field which should be cultivated.

It is interesting to one who has seldom been to Texas or perhaps has not been at all, to discover semi-tropical products being produced alongside of those of the temperate zone. To see fields of cotton, corn, wheat, oats, kafir and garden truck well advanced far ahead of corn planting time in what is generally known as the corn belt, is astonishing to the somewhat self-satisfied citizens of the principal states of the so-called middle west.

It is felt that there is a great opportunity for the Chicago grain and cotton trade in this direction and the establishment of Mr. Bennett's Dallas office is hoped to be the forerunner of extensive connections over feeder territory to the Chicago Board of Trade and will not only benefit Mr. Bennett's firm but indirectly all other members of the grain trade. It may be interesting to know that thru the efforts of some Board of Trade members, grain and cotton ticker service has been underwritten for the Western Union and there are in Texas today, either in operation or in prospect, 20 to 30 grain tickers, with further development highly probable.

At present grain ticker service with the cotton quotations is rendered in Dallas, Fort Worth, Houston and Galveston. Waco is shortly expected to have grain ticker service and there undoubtedly will be further development along these lines. Within the past year a similar underwriting of service has extended stock quotations over the entire state, including portions of Oklahoma and southeastern Missouri.

Argentina: Assuming a carry-over at the close of the 1928 crop year equal to that of last year and domestic consumption equal to that of recent years, there will be around 160,000,000 bus. of wheat available for export from Argentina this season, or about the same amount as was shipped out from the 1927 crop, according to the Bureau of Agricultural Economics, U. S. Department of Agriculture.

Government interferences at times has proven a trade handicap and has prevented growers from realizing prices they might have otherwise received. The New York Produce Exchange has been forced to discontinue its futures trading on that account. The board found itself so handicapped thru regulations under the Grain Futures Act that it was found impossible to attract public trading to any extent.—Julius H. Barnes.

Country Grain Shippers Celebrate 10th Annual at Minneapolis

The tenth annual convention of the Tri-State Country Grain Shippers' Ass'n was called to order in the Francis, the First Room of the new Nicollet Hotel, Minneapolis, Minn., on Thursday, Feb. 9.

PRES. F. E. CRANDALL, Mankato, Minn., called the meeting to order at 11:20 a. m.

SEC'Y-TREAS. E. H. MORELAND, Luverne, Minn., read the minutes of the ninth annual convention, which were approved.

PRES. CRANDALL followed with the following capable address:

President Crandall's Address.

On this occasion, the tenth annual convention of the Tri-State Country Grain Shippers Ass'n, it is again my privilege to be here before you and say something of the work of the association during the past year, and to point out some of the factors which are menacing the grain trade and which should merit the serious attention of every thinking man engaged in the grain business.

Storage Law: Our legislature last year passed the storage law, making storage compulsory, and this law I believe has met with universal satisfaction by the trade. Our association of course was interested in the adoption of the law and lent its influence and support, with the other associations, in urging its passage.

The last legislative session was singularly free from legislation unfriendly to the grain business, therefore our legislative committee was not called upon for service. The officers looking after such legislative matters as required attention.

The current business of the association has been well taken care of by our Secretary, Mr. Moreland, and all routine matters have received the attention of the officers and directors.

The Farm Problem: At the date of our last annual meeting we were in the throes of agricultural legislation, and the McNary-Haugen Bill had just been passed by both houses of Congress, and was in the President's hands for his consideration. Later he vetoed the Bill and presented such masterly arguments against it, that it did not seem possible that it, or measures of a similar character would ever again be presented for congressional consideration. In spite of the President's veto and the convincing arguments of our economists and best business minds, the same old measure has been brought forward as a magic solvent to the so-called agricultural problem.

Let us concede that there is a farm problem, in that the prices of farm produce are below the general level of commodities represented in the field of industrial endeavor. The question is, if the basic level of prices of agricultural commodities is to be raised, are the plans now under discussion for bringing about this much desired result sound and constructive?

Among the remedies proposed as solutions to the farm problem, are Freight Rate Reduction, Pooling, McNary-Haugen Legislation, Improvement of Waterways, and Co-operative Marketing. The debenture plan is something new, and has not yet been sufficiently elucidated in the public press to enable us to express any opinion as to its practicability.

While all would welcome a reduction in freight rates, we cannot agree with the proponents of rate reduction that it would materially benefit the producer, unless the reduction were so marked that it would seriously affect the earning power of the railroads, and a moderate reduction of grain rates would be of so little appreciable help that the average farmer would not be conscious of any material benefit.

Pooling: Many have been hopeful that the policy of pooling, which has had a more or less precarious experience in various parts of the country, would raise the price level, but thus far in that respect it cannot be said to have had any conspicuous influence. The Canadian pool controlling as it does a very large volume of wheat, was expected to bring about the result for which it was organized, i. e., raising the basic price level.

This it apparently has failed to do, and current reports are that it has now adopted the same machinery and methods as those used by independent dealers and it therefore has added nothing new to the old and tried ways of handling grain, and has accomplished nothing toward solving the agricultural problem.

The arguments against the McNary-Haugen Bill and similar measures are well known and need not be reiterated here. Price fixing and other schemes interfering with the law of sup-

ply and demand have invariably proven failures.

Improvement of the waterways is a really constructive proposal and should engage the thought of everyone interested in the material development of our country. We believe that if the plans now under consideration for the improvement of the waterways are consummated, that they will result in a greater boon to agriculture than we can now foresee. If the effort now spent by congress in pushing unsound measures for agricultural relief, were used in serious consideration of the improvement of the waterways, the farmers would have some assurance that something really constructive was being done for their benefit.

Government Help for Huge Pool: If Secretary Jardine reflects the views of the administration, we are given to understand that the President favors the formation of huge grain co-operative organizations, which are to be provided with equally great revolving funds supplied by the money of the people.

We recognize and approve of the right which producers have to associate themselves together as a co-operative society for the purpose of marketing the products of their own labor, and if their methods are superior, and their organizations prove successful, we cannot but commend them. We believe, however, that if co-operative effort is all that is claimed for it, that it should be able to stand alone and survive or fall on its own merits and not be aided by government money provided by the taxpayers, and then become a powerful competitor of those who are paying taxes toward its support. Such a policy is un-American and will if persisted in destroy the industrial effort which is the foundation of our success as a nation.

The Federal Agricultural Trades of America: Last November a meeting was held in Chicago by a great number of middle men who merchandise farm products, and the result was the formation of an organization known as the Federal Agricultural Trades of America. The resolutions adopted by the body are so nearly in accord with the sentiments and purposes of our ass'n, that I quote them here in part.

"Believing that the welfare of America is inseparable from the welfare of its agriculture; that the unsettled agricultural condition is at the present time creating a disturbance in general business and is tending to create bureaucratic control, un-American in principle, in place of individual initiative and activity, and being desirous of equalizing the benefits that should accrue to all lines of legitimate business; and,

"Whereas, The Agricultural Trades of America represent several billion dollars of invested capital, and the activities of more than a million American citizens, who have made their investments and contributed their share toward the social, agricultural, industrial and commercial life of America, based upon the traditions of the past and on the rights of individuals as set forth in the constitution of the United States and in harmony with the inventions and methods of modern times; and,

"Whereas, We recognize the right which producers have to associate themselves together for the purpose of marketing the products of their own labor, we are opposed as class legislation, to the Capper-Volstead Act, which has permitted producer associations to deal in non-member production, thereby becoming traders and having immunity from our trust and tax laws; and,

"Whereas, We are opposed to the work being done by the Department of Agriculture through the Bureau of Co-operative Marketing, the Bureau of Agricultural Economics—so far as it threatens to destroy existing marketing agencies and established enterprises of the agricultural trades; be it

"Resolved, That we suggest a closer working arrangement between the agricultural producers and the agricultural trades, in order that questions of national importance may thus be solved more satisfactorily and with greater dispatch, and that in their adjustment government shall not be permitted to exceed its just and constitutional limits in extending to any organization, financial, bureaucratic or legislative aid, not extended to others."

Industry's Struggle: Is there anything unfair in the principles enunciated in the above resolutions? Is the grain trade asking for anything unreasonable? Must we submit to the government encouraging rival agencies to be supported by government money?

After the war all lines of business endeavor, industry and agriculture alike, were prostrated by the post-war period of deflation. While it is claimed that certain lines of industry are protected and assisted by tariff laws, nevertheless these laws failed utterly to save industry from

the demoralization of post-war conditions. After taking stock of its difficulties, industry began to adopt constructive remedies demanded by these new conditions and gradually rehabilitation in industry was restored. But even industry is having its troubles.

The director of foreign and domestic commerce stated recently in an address that over one hundred thousand businesses, including manufacturers of textile and textile products, clothing, leather and other products, metal and metal products, only thirty-four thousand are making any profits whatever, even though protected by a high tariff. Evidently there is a good deal of loose talk about the success of industry under a protective tariff.

There are many indications that agricultural conditions are already improving, due to the very fact that agriculturists are studying their own problems and adjusting themselves to the new conditions just as industry did. I believe that the real solution of the farm problem must come from within.

In closing I again wish to call the attention of our members to the importance of the ass'n work. Only by organization can we take care of problems affecting our interest. Individually we can do nothing, collectively we can do much.

Do not find fault with the ass'n because you do not see it mentioned in the press and trade papers as constantly busy about something. Its activities must necessarily be limited to such matters as concern its membership and you may be assured that its officers are always ready and willing to do what they can in looking after the interests of its members.

In concluding my four years of service as your President, I am conscious of having fallen short in accomplishment, but I have served you to the best of my ability and I extend to my successor my best wishes for a successful administration. To the officers and directors, I extend my thanks for their kind consideration and to the members my appreciation of their loyal support.

SEC'Y-TREAS. MORELAND read the annual report of his offices, delving into the archives on this tenth anniversary:

Secretary Moreland's Report.

The Tri-State Country Grain Shippers Ass'n was organized Feb. 21, 1918, at the Dykman hotel in Minneapolis.

The late T. F. Dahl of Minneota, Minn., wrote a letter asking a call for the first meeting, and the call was signed by T. F. Dahl, Minneota, Minn.; D. H. Evans, Tracy, Minn.; A. E. Anderson, Cottonwood, Minn.; H. R. Wollin, Marshall, Minn. Sixteen grain men signed applications for charter membership. The first officers were A. E. Anderson, president; B. P. St. John, Worthington, Minn. vice pres.; H. R. Wollin, treasurer, and J. H. Adams, secretary. The



F. E. Crandall, Mankato, Minn., Re-elected President.

Ass'n has held annual meetings each year since organization, and the meeting today is our tenth annual.

Legislation: During the fiscal year ending Feb. 1, 1928, the Legislatures of Minnesota and South Dakota have held their regular sessions. Through the efforts of our South Dakota committee, together with the co-operation of other grain trade organizations, a proposed change in the storage laws was defeated in 1927. In Minnesota, legislation detrimental to shippers was well taken care of by our president and members of the committee.

It is hard to understand why the grain merchants of our country towns are continually having to oppose some kind of legislation that merchants of the town are left alone and given a fair chance to earn a livelihood.

The clothing merchant can mark his goods for a profit of 33½%, while if the grain man tries to make a profit of 5% on a bushel of oats, corn or wheat he is called a thief and a robber, and laws must be passed to regulate him. All the country shipper asks is to be let alone, and he will take his chances with other business institutions.

Workmen's Compensation Insurance: The Ass'n can furnish to members Workmen's Compensation Insurance and Surety and Warehouse bonds, and the saving to our members will pay the annual dues, depending of course, on the amount of the premium. If you want to help the Ass'n, place the business through our office.

Fire and Tornado Insurance: The Tri-State Mutual Grain Dealers' Fire Insurance Co. of Luverne, Minn., is a grain men's organization that has saved over a half million dollars for its policyholders. This insurance is available for all country shippers and the saving is 30% at the present time. It is licensed in Minnesota, South Dakota, North Dakota and Iowa.

The 1354 elevators and warehouses operating in Minnesota are classed as follows: Independents, 363; Line, 395; Milling Class, 202; Farmers, 344.

Every grain shipper not affiliated with some organization should belong to the Ass'n. We could then employ a secretary on full time and the Ass'n could be made a more useful organization.

The Ass'n is financially solvent with \$414.13 in the treasury.

COM'ITE appointments were:

Resolutions: Arthur Speltz, Albert Lea, Minn.; H. W. Speight, Redfield, So. Dak.; E. H. Sexauer, Brookings, So. Dak.; August Evert, Kennedy, Minn.; B. P. St. John, Worthington, Minn.

Nominations: W. H. Richardson, Elgin, Minn.; C. A. Nachbar, Mankato, Minn.; A. O. Radke, Le Sueur Center, Minn.

Discussion on the time and place for the next annual meeting favored the usual winter convention in Minneapolis, supplemented with a mid-summer picnic and meeting, the recommendation of H. W. Speight of Redfield, So. Dak., seconded enthusiastically by N. R. Tacklin, Sedan, Minn. B. P. St. John, Worthington, Minn., suggested a summer visit to the trial plots of the Minnesota Agricultural Experiment Station, of the College of Agriculture, University of Minnesota.

ARTHUR SPELTZ moved a Minnesota com'ite of three be appointed to consider the enactment of some bill to protect grain buyers from mortgages on grain, liens, and like obligations, and that this com'ite work with such other organizations actively interested. Seconded by N. R. Tacklin. Motion carried.

E. H. SEXAUER, Brookings, So. Dak., asked for an expression on the Minneapolis Chamber of Commerce rule governing the posting of inspection certificates before eleven o'clock or standing the penalty of paying demurrage, and how this rule was working to the disadvantage of country shippers in that samples of cars being offered for sale at eleven or after usually were too late for the heavy buying period, earlier in the morning.

On recommendation of Pres. Crandall, discussion was postponed until the afternoon session, when representatives from the Chamber were to be present.

Adjourned for luncheon.

LUNCHEON, a delicious six course capon feast, was served in an adjoining room at 1:30.

The Minneapolis Chamber of Commerce octette from the Chamber of Commerce Glee Club favored the gathering of 57 with a series of selections interspersing the courses of the meal.

Thursday Afternoon Session.

The second session was called to order at 2:45.

GEO. P. CASE, vice president of the Minneapolis Chamber of Commerce, cordially welcomed the convention. The grain business always seems to have more than its share of troubles, particularly the terminal markets, which is reflected back to the country. However, suggestions from the country trade will always be welcomed. We hope you'll make yourselves at home here.

H. A. FELTUS, Minneapolis, on "The Grain Rate Structure of the Northwest and the Effect of Proposed Rate Reductions," first defined what a rate structure is, and the elements entering into rate-making as being competition among railroads and with water routes.

The history of rates the past twenty-five years, particularly since 1913 was delved into and contrasted with present structures and factors entering into transportation charges, including federal legislation.

Proposed rate reductions are the outcome of the Hoch-Smith resolution of 1925, which directed the Interstate Commerce Commission to reduce, if possible, its rates on agricultural products. The rate situation prior to the Hoch-Smith resolution was outlined in detail, as was the progress to date. On Docket 17000. Remedies and proposed solutions were brought up, as well as attempted rate changes. Rates have a distinct bearing on the volume of receipts a market can attract, and unless a market is favorably endowed with competitive rates at least, it can not attract shipments.

Some 25,000 pages of testimony have already been amassed in the hearings to date on Docket 17000, which will give an idea of the scope thereof.

B. F. BENSON, Minneapolis, on "What Do We Mean by the Term 'Orderly Marketing,'" scored the generality of "orderly marketing," and other deceiving slogans such as "eliminates dumping," etc. His very thorough address will be published in the next number of the Journal.

Asked what effect the proposed subsidy would have on values, Mr. Benson replied that values would be temporarily increased.

R. H. BLACK, U. S. Department of Agriculture, Minneapolis, outlined the present smut program, touching on decreasing smut receipts. This year, in the crop marketed up to the first of February, practically 25 per cent of durum wheat receipts were smutty, not much, but expensively so, as no matter how little, stunted growth and development results. Smut, too, has infected oats, and other crops.

In 1924 we had practically no smutty receipts; in 1925 about one car in six was smutty; in 1926 one car in eight or nine cars were discountable on this account, and this last crop, up to Feb. 1, one car in twelve was smutty; so progress in eradication is being made. Infection is not so heavy per bushel of grain, which also is encouraging.

Mr. Black's address on "Combined Grain from the Buyer's Standpoint" is published elsewhere in this number.

Mr. Black illustrated his talk with pictures showing the relationship between moisture content and test weight, the danger of taking in wheat containing damp weed seeds, the impossibility of taking out moisture by running damp grain over a cleaner, etc.

The meeting was then thrown open to announced discussions, the first being, "Are the Present Methods of Grading Corn and Wheat a Benefit to the Farmer?"

B. P. ST. JOHN, Worthington, Minn.: I think the present methods of grading do not help either the grain dealer or farmer and more especially the lately developed technical grading factors reflect no special benefit to farmer.

These technicalities are hard propositions to explain to farmers. What the local dealer would tell them one day would not apply the following day. The growth in technicalities

is a constant menace to the relationship between the farmer and country grain dealer.

A. O. RADKE, Le Sueur Center, Minn.: My wheat shipments average 10.75 protein. It looks good in field, so farmers are sore because we can't pay more. Protein factors are making every elevator man wish he were a chemist. I'm opposed to the growing technicalities.

PRES. CRANDALL: It was the farmer who wanted Federal inspection in the first place, wasn't it?

MR. RADKE: I'm presenting my local problem. Further West they might be getting by on this protein proposition.

B. F. BENSON, Minneapolis: All grain men at the terminals recognize the difficulty, but at the same time we must all resign ourselves to recognizing the moisture content in corn, as well as in all other grains. In the old days there always was trouble with exporters, as they never knew what grade grain they were going to get from Kansas City, Minneapolis, Chicago, etc., as all operated under different grading systems, and while the present grading system is creating some dissatisfaction, I'm afraid the present grades are here to stay. Protein seems a vital factor to bakers and millers and therefore the grain trade must recognize and reflect back that factor.

H. W. SPEIGHT, Redfield, So. Dak.: The greatest difficulties I have are with protein content. I figuratively have to dump all my purchases of both high and low protein content wheat into one bin. Some system the country elevator operator could use should be developed for his protection. It's a serious problem. I want to be fair and square with every farmer, but how can I? I also believe there is no provocation for such drastic spreads in price for protein content variations.

E. H. SEXAUER, Brookings, So. Dak.: I don't believe protein in the territory where we operate elevators will vary over one and a half per cent. We strike a general average for each station and then work on that basis.

ARTHUR SPELTZ, Albert Lea, Minn., placed the cost of attrition mill installation at between \$1,500 and \$2,000, pointing out the inadvisability of installing less than a 24 inch mill, because of the speedier service deliverable, which attracts farmer patronage even where the farmer has a burr mill at home. The power factor is today satisfactorily taken care of with these new type Diesel engines, which grinds for ¾ cent a bag over motor power at 4 cents a bag power costs.

H. W. SPEIGHT, Redfield, So. Dak., reiterated his experiences with roller, hammer, and attrition mills. Mr. Speight just increased the size of his attrition mill from a 24 inch to a 27 inch, and the horse power from 30 to 60 hp. (Mr. Speight has a low power rate of 5-4-3½.) Since these increases, trade from far and wide is now coming to Mr. Speight's door. A corn crusher and grader has also netted good returns.

More information was asked on Diesel engine costs, and the satisfaction of corn crushers and grinders and hammer mills, but no one seemed sufficiently posted to advise on these points.

E. H. SEXAUER, chairman of the Resolutions Com'ite, read the following resolutions, which were adopted:

Resolutions Adopted

Opposed to Proposed Legislation

WHEREAS, Various bills purporting to be in the interests of agriculture have been introduced in our National Congress; and

WHEREAS, The Tri-State Country Grain Shippers' Ass'n, now in convention assembled, is composed of dealers in grain operating country elevators in the three states of Minnesota, North and South Dakota, and the business of its members is directly affected by the economic position of agriculture; now, therefore, be it

RESOLVED, That the members of the Tri-State Country Grain Shippers Ass'n are opposed to the passage of any of the agricultural relief bills now pending before Congress, for the reason that none of said legislation will result in

enefits to agriculture; that such legislation will result in putting the Government into business, will interfere with the economic law of supply and demand and will create a disturbance of price levels which naturally flow from the operation of such law; and be it further

RESOLVED, That it is the opinion of the members of this ass'n that large appropriations of Government funds, to be used, either through governmental agencies or governmentally designated co-operative ass'ns, for the purpose of carrying on the business of handling and processing grain and other agricultural products, is contrary to the spirit of our institutions, and that Government funds, the result of taxation, should not be used by the Government in the creation and fostering of business agencies, which will come into direct competition with private business and private enterprise; and be it further

RESOLVED, That a copy of these resolutions be sent to the President of the United States, to the Secretary of Agriculture, and to the United States Senators and representatives in Congress of the States of Minnesota, North and South Dakota.

Ask Increase in Duty on Grain Imports

WHEREAS, It is the opinion of the members of the Tri-State Country Grain Shippers' Ass'n that the producers of agricultural products should enjoy the full benefits of a protective tariff on their commodities to that same extent that other lines of business in this country enjoy the benefits of a protective tariff; and

WHEREAS, There is now not a tariff on corn, corn products, flaxseed and flaxseed products that provides ample protection, and some of these products are from time to time imported in competition with domestic production; now, therefore, be it

RESOLVED, That in the opinion of the members of this ass'n that an increased tariff on corn, corn products, flaxseed and flaxseed products, be put into effect by appropriate action, would result in a better price to the producer and a greater measure of prosperity to the farmers of this country.

Favor Improved Waterways

WHEREAS, It is the opinion of the members of the Tri-State Country Grain Shippers' Ass'n that the best interests of the Northwest will be served by a full development of river navigation and the Great Lakes-St. Lawrence Waterway, and that the use of said waterways will result in substantial reduction in transportation costs of the agricultural products of the Northwest; now, therefore, be it

RESOLVED, That the members of this ass'n heartily approve the development of these important avenues of transportation, and recommend the passage by Congress of necessary legislation to effect as soon as possible the opening of these waterways.

Ask Extension of Free Time on Inspected Arrivals at Minneapolis

WHEREAS, It appears that it is the rule of the Minneapolis Chamber of Commerce that all grain which is inspected prior to eleven o'clock A. M. must be sold the day inspected, or demurrage will accrue; and

WHEREAS, It appears that it is the rule at other Grain Exchanges that grain must be inspected prior to nine o'clock if required sold that date without demurrage accruing; and

WHEREAS, It is the belief of this association that so late an inspection as eleven o'clock operates to the detriment of the country dealer as buyers have largely supplied their needs for the day by that time; therefore, be it

RESOLVED, That the Tri-State Country Grain Shippers' Ass'n requests that the Minneapolis Chamber of Commerce grant the same inspection "free-time" privilege as is in effect at other Grain Exchanges, and that a copy of these resolutions be mailed to the President and the Secretary of the Minneapolis Chamber of Commerce.

Ask Exchanges to Keep Open Labor Day

WHEREAS, It has come to the attention of the members of this association that because the first Monday in September, known as Labor Day, is celebrated as a holiday and the Minneapolis Chamber of Commerce and the Duluth Board of Trade are closed on that day, there is a great accumulation of grain on the following Tuesday each year; and

WHEREAS, It has been suggested that in the interests of expediting the transportation, handling and selling of grain shipments, it might be advisable to keep the Minneapolis Chamber of Commerce and the Duluth Board of Trade open and in operation on Labor Day rather than to close as has been the custom heretofore; now, therefore, be it

RESOLVED, That the Minneapolis Chamber of Commerce and the Duluth Board of Trade be asked to give careful consideration to the question of whether it would not be advisable to make arrangements for keeping the Minneapolis Chamber of Commerce and the Duluth Board of Trade open on Labor Day rather than to observe that day as a holiday; and be it further

RESOLVED, That a copy of this resolution be

sent to the President and Secretary of the Minneapolis Chamber of Commerce, and to the President and Secretary of the Duluth Board of Trade for such action as they deem advisable.

OFFICERS elected are: F. E. Crandall, pres., Mankato, Minn.; E. A. Betts, 1st vice pres., Mitchell, So. Dak.; Arthur Speltz, 2nd vice pres., Albert Lea, Minn.; M. King, 3rd vice pres., Sioux City, Iowa.

Re-elected Directors include: A. E. Anderson, Cottonwood, Minn.; B. P. St. John, Worthington, Minn.; E. H. Sexauer, Brookings, So. Dak.; and J. C. Miller, Page, No. Dak. The hold-over directors include: E. J. Chrastgau, Grand Meadow, Minn.; R. E. Jones, Wabasha, Minn.; H. W. Speight, Redfield, So. Dak.; August Evert, Kennedy, Minn.; A. O. Olson, New Ulm, Minn.; W. H. Richardson, Elgin, Minn.; E. R. Arneson, Irene, So. Dak.; and C. A. Quarnberg, Belle Fourche, So. Dak.

A rising vote of thanks was extended the officers for their efficient and enterprising work this past year.

The convention was then thrown open to general discussion. The handling of side-lines by creameries in competition with the side-lines handled was scored, and ways this competition could be dealt with was outlined by those who had successfully combated it.

At 6 P. M. the convention adjourned *sine die*.

In Attendance.

NORTH DAKOTA'S delegation included: Albin Bergstrom, Peking.

SOUTH DAKOTA'S delegation included: O. A. Holland, Hammer; P. J. Peterson, Brant; Mr. Richards, Butler; Olof Skotvold, Centerville; H. W. Speight, Redfield; Joseph A. Wollman, Freeman; E. H. Sexauer, Brookings.

MINNESOTA'S delegation included: F. E. Crandall, Mankato; C. E. Dittes, Beardsley; August Everett, Kennedy; Jake Ewy, Hoboken; H. A. Filkins, Albert Lea; Mr. and Mrs. R. M. Lang and son, Hoffman; Mr. and Mrs. E. H. Moreland, Luverne; C. A. Nachbar, Mankato; H. M. Parker, Waseca; C. E. Peterson, Twin Valley; A. O. Radke, Le Sueur Center; W. H. Richardson, Elgin; C. Roe, Crookston; Ed Schallock, Myrtle; Arthur Speltz, Albert Lea; B. P. St. John, Worthington; Mr. and Mrs. N. R. Tacklin, Sedan; T. J. Ulm, Sedan.

New Elevator at Kimball.

Increased grain growing in the Kimball, Neb., territory led to the construction of a fourth elevator on the Union Pacific lines at that point by The Cheyenne Elevator, Inc., of Cheyenne, Wyo. The contract was let early last spring and the project completed before harvest.

The new house has capacity for 25,000 bus. in 11 bins. Construction is of cribbing, iron-clad. The four corner bins have concrete hoppers, a part of the foundation.

The one leg is operated by a 7½ h.p. inclosed, self-ventilating motor in the cupola. This is belted to a pulley on a jack-shaft. The jack-shaft runs in Timken roller bearings. A man-lift makes the cupola readily accessible.

A Monitor cleaner with capacity for 600 bus. per hour is located on the lower work-floor. This is run by a 5 h. p. motor.

A wood grate over the pit and an air lift provides modern dumping speed. A 3 h. p. motor keeps pressure in the air tank.

A two room office is built adjacent the north side of the elevator. Weighing is done over a 15-ton Fairbanks type S scale.

All electric wiring is in steel conduits. The iron roof and siding are connected and grounded at four points for lightning protection.

It is planned to add warehouse facilities later. At present no such facilities are provided for the company's feed business.

F. H. Wirick is the local manager. The Cheyenne Elevator, Inc., in which A. D. Persson and R. J. Hofmann are leading stockholders, has other elevators on the Burlington, Union Pacific and C. & S. railroads in this section.

Liverpool market has been very weak and it looks as tho the wheat market may have at last started on its toboggan ride toward lower prices. Surplus producing countries all have an immense amount of wheat to sell and are actively competing against each other to dispose of their offerings. I can see nothing but lower prices.—L. L. Winters, of Hulburd, Warren & Chandler, Chicago.



New Plant of Cheyenne Elevator, Inc., at Kimball, Neb.

Farmers Grain Dealers Meet in Cedar Rapids

A good turnout of delegates to the 24th annual convention of the Farmers Grain Dealers Ass'n of Iowa, crowded the leading hotels of Cedar Rapids Tuesday, Wednesday and Thursday, Jan. 24, 25 and 26. All sessions were held in the spacious City Auditorium. A remote control microphone was used to broadcast the first day's program over WJAM.

Tuesday Morning Session.

The first session was called to order at 10:30 a. m. by Pres. S. J. Cottington of Stanhope.

Invocation was pronounced by Rev. Robert Little, pastor of the First Presbyterian Church of Cedar Rapids.

Community singing, under the able leadership of Mrs. Clare Nichols, put the delegates in the proper mood for the speeches to follow.

WM. G. LOFTUS, mayor of the fair city of Cedar Rapids, made a hearty welcoming address, assuring the delegates they had the keys to the city and it was their privilege to burglarize it. At the same time he took occasion to announce his intention of becoming a candidate for higher political office.

PRES. COTTINGTON responded heartily, praising the city and its welcome, then drifted into his annual address, saying:

Pres. Cottington's Address.

The year 1927 has been the busiest year your Ass'n has ever had. The numerous activities have been continued and new services performed that have proven to be of a great benefit to the farmers elevator companies and the farmers of the State of Iowa. Work has been conducted in line with the policy of the directors and officers to gradually broaden the field of the different departments and to render more and better service each year.

A great deal of time has been taken up in working out a progressive plan for the future work of this Ass'n, and I believe that by holding more local group meetings, there will be a tendency to bring out and call attention to the tremendous value of the farmers' elevator companies. In this way, the members of such companies will be reminded that in order to protect and advance their own interests they must support and boost their own organization.

As the field work has been heavier than usual, and as in most cases, one or more Ass'n directors have attended each one of the meetings, it has not been possible to hold meetings of the state board any oftener than in previous years.

In addition to attending regular board meetings your pres. has also attended a number of conferences, county and district meetings and comite meetings, held in different parts of the state, and his duties have made it necessary to confer often with other officers in the State Ass'n office at Fort Dodge.

The farmers' elevator companies of Iowa and Illinois have organized and are now conducting an active terminal grain marketing organization, and your pres. has been called on to give a great deal of assistance along this line.

As in past years, we have held to the idea that any and all specific services for member companies that can possibly be given by your Ass'n, should be arranged. Also, that more publicity should be given out in regard to the Ass'n work, and this can, of course, be continued to a greater extent through the local county and group Ass'n meetings. This plan will also encourage closer cooperation as between local farmers' companies, and when they get together and discuss their various plans and problems, it will, of course, naturally result in closer cooperation and a clearer understanding of the importance of the local company in this cooperative movement. We are continuing to work out plans for bringing out and discussing the various phases of the business of the local company so that each company will have the opportunity of profiting by the tabulated information which may be set up.

We have a very efficient auditing and income tax department and are taking care of work along this line for most of the companies in the state that are using auditing service. More uniformity of accounting and bookkeeping systems will be one of the results. It will also be possible to point out the side lines that are not profitable, so that the companies can either discontinue such items or place them on a more profitable basis.

The Grain Surplus: We have been told constantly during the past few years that there is

a surplus of our agricultural products. We have also been told this surplus is produced in this country and that it is one of the causes of low prices of farm products. There is no doubt but that in average years there is a surplus. However, I want to point out that we do not produce our surplus, but we import it.

It has been taken for granted ever since the big slump in prices in the years 1920 and 1921, that American farmers were producing the surplus which has depressed the markets. On the other hand they have been urged from all quarters to increase production and have been told by college professors, congressmen, newspaper writers, bankers, market experts, and an unlimited number of miscellaneous statisticians, to increase production more and more each year. By ignoring this advice, farmers have proven their sound judgment. The surplus which has proven to be such a disadvantage to them since the time of the war, and which is still a problem, will continue to make trouble until it is taken firmly in hand. Complaints do not come chiefly from American farmers. A great deal of the products of the soil which overload our markets and lower prices are brought into American markets from all "corners of the earth," and are the cause of the real troubles of the farmers.

Let us stop and consider the full meaning of this situation, what it signifies is, that in just the last few years two million American farm folks have lost their homes, and were forced off the land into the towns and cities, because we continue to make a market here in this country for peanut oil and low-grade eggs from China; for cocoanut oil from the Philippines; cattle hides from the Argentine; cheese from Italy and Switzerland; wool from Australia; silk from Japan; and grain, meats, fruits, vegetables, rice, nuts and many other products from other parts of the earth. It isn't only that we have imported one billion dollars worth of such things which have taken the place of products from our own farms, but the competition of these imports in our home markets has lowered the price of every farm product from alfalfa to oranges. It has forced us to export heavily to foreign markets, which has cheapened our entire farm output.

If Congress will give the farmers and the agricultural industry the same protection that it has given, and is giving, to other industries in the matter of tariffs and in safeguarding domestic industries so far as imports are concerned, they would add greatly to the prosperity of this country.

Vegetable oil imports replace pork products as well as butter, thereby lowering the market on hogs and hog products, and forcing us to find foreign markets for these products, and thereby being compelled to accept lower prices.

There is imported annually 269,698,000 gal. of black strap molasses used in the manufacture of denatured alcohol, and in place of which we could use corn produced in this country. It would take approximately 40,000,000 bus. of corn to supply this item alone, and would take care of the production of approximately 1,000,000 acres of good Iowa corn land.

Growers of tomatoes are also suffering on account of annual imports from Italy of over 80,000,000 lbs. of canned tomatoes—one-sixth as much as our total home output—along with 18,000,000 lbs. of Italian tomato paste and other vegetables that are being imported in large and increasing quantities.

If time permitted I could give you more facts and numerous illustrations, as I have secured definite information from reliable sources on nearly all imports that have been, and are, affecting the price of agricultural products in this country. The facts that I have pointed out indicate a more or less simple way to bring about real farm relief. Tariffs should be provided that will keep out all unnecessary imports, or at least the duties on such commodities should be placed high enough so as to give the American farmer a chance when competing with foreign products.

Dr. J. E. Brindley of the Iowa State College at Ames, addressed the delegates on the broad subject of cooperation, remarking:

Cooperation and Competition.

Some four or five different methods and forms are used in conducting the business of this country. Agriculture comes under the heading of individual ownership and management for the most part, a majority of the farmers owning their own property and personally conducting its operation.

Second is the partnership method wherein two or more individuals conduct their operations together for the mutual good of both. It is used mainly in small business activities.

Next is the joint stock arrangement, or corporation, taking in the activities of banks, railroads, industries and other large businesses.

Fourth is the municipal ownership plan under which we find activities like community light and water, power, sanitation, etc., which seem to thrive well under such management. Some would like to see an extension of this form of business operation so as to take in a greater diversity of lines. Except in such cases as now used, I am of the opinion that we should conduct business under private ownership and management in so far as possible. It has more initiative and less red tape to interfere with the common good.

Lastly we have the cooperative method dealing with the products of the farm, including livestock, fruit, butter and eggs, produce, grain and kindred commodities. This is the method employed in the operation of farmers' elevators with limited stock to each member and dividends pro-rated according to the amount of business given the institution.

A recent book purporting to discuss cooperatives, says the main difference between the corporation and the cooperative institution is that in the first we have profit to be distributed to the stockholders; in the second the property is not conducted for profit. This is a fallacy. In both cases the essential factor is gain and the business should be conducted to produce a maximum profit. The only real difference is in the manner of distribution of those profits. If you were to take the dollar out of the cooperative movement, there would be no movement.

This country has room for every form of business operation in their respective fields. The cooperative business is entitled to the educational efforts of our State College at Ames, just as legitimately as other lines are entitled to such efforts thru the colleges of commerce. We are now attempting to render a comprehensive service on cooperative marketing, conducted chiefly in connection with the extension service.

In the extension service we have eight men devoting all of their time to cooperative marketing efforts. Two of these work on nothing but cooperative marketing of grain.

Without a prosperous agriculture there can be no prosperity. Without prosperous factories and laboring classes agriculture must suffer. Each depends upon the other. Unless you have mouths to feed and pocketbooks to pay the bills you cannot have a good demand creating a constant and profitable market.

Pres. Cottington announced the following committees:

RESOLUTIONS: C. Hall, Glidden, chairman; C. J. Kelsey, Iowa Falls; Geo. E. Beals, Humboldt; O. K. Maben, Garner; Gayle Snedecore, George.

CREDENTIALS: A. E. Peterson, Albert City, chairman; W. G. Lingren, Forest City; W. V. Crasper, Thornton.

BY-LAWS: A. C. Bennett, Livermore, chairman; R. W. Carter, Sergeant Bluff; Roy Pullen, Spencer.

RE-DISTRICTING: Geo. P. Berogan, Webster City, chairman; G. A. Lundquist, Stanhope; Otto Peters, Sutherland.

ARBITRATION AND INVESTIGATION: F. J. Swanson, Akron, chairman; Frank E. Carlson, Boxholm; Jorgen Anderson, Grattinger.

Adjourned to 1:45 p. m.

Managers Business Session.

The managers business session was called to order shortly after noon on Tuesday in the Roosevelt room of the Roosevelt hotel, under the chairmanship of Pres. A. B. Traeder, of Odebolt. Mrs. Clare Nichols led the community singing, including the famous "Iowa Corn Song," sung with a booming will by over a hundred managers present.

PRES. TRAEDER called for the reading of the minutes of the last meeting. This was done by E. L. Kreger, of Ralston, manager of the Iowa Farmers Cooperative Brokerage Ass'n and the minutes were approved.

PRES. TRAEDER referred to the brokerage ass'n, remarking that it was incorporated last year and the manager has been put under \$5,000 bond, this being more than enough to protect the interests of the members at any one time.

It was thought best to read the constitution and by-laws under which the organization was incorporated. Mr. Kreger complied and adoption proved them satisfactory to all present.

MR. KREGER reported for Sec'y Miller. His remarks in detail showed a considerable saving had been made members of the ass'n thru its cooperative buying activities and bunching of orders.

A motion was made and passed that the old officers and board of directors be re-elected for the ensuing year. They are A. B. Traeder, Odebolt; M. C. Stark, Corwith; J. L. Miller, Havelock; H. B. Booknau, Malcom; C. R. Boots, Dinsdale; Gale Snedecore, George; J. A. Sutton, Plymouth; J. A. Seward, Sheldon, and Roy Bennett, Boone, directors. Officers: A. B. Traeder, pres.; Arthur Allen (Webster City), vice-pres.; J. L. Miller, sec'y-treas.

A discussion of the car-door activities of the Farm Buro and farm union organizations disclosed a disposition to disregard the activities of the union. It was felt the buro is out of its righteous field when it breaks into merchandising and should confine its activities to educational work.

A. L. BERG, Baltic, S. D., pres. of the South Dakota farmers elevator ass'n, spoke briefly encouraging loyalty to the cause of the farmers elevator movement and advocating more publicity work on the part of the ass'ns.

F. H. SLOAN, Sioux Falls, S. D., sec'y of the South Dakota organization, remarked that in the early days the farmers elevators had been unable to see just how to go about collective buying and that he and Pres. Berg were present to learn what they could about the Iowa method. About 60% of the farmers' local buying in South Dakota is done at the elevators and no plan could benefit them more than collective buying on the part of the local cooperative elevator. They planned to pattern a South Dakota organization after the Iowa ass'n.

"The day is coming," said Mr. Sloan, "when the farmer is waking up and is going to talk to the butcher about some of the unnecessary merchandising activities of farm organizations duplicating the efforts of his farmers elevator. The day is coming when he must do some individual thinking and get back of his elevator 100%."

PRES. TRAEDER remarked that his ass'n was proud that others thought enough of the success of its efforts to pattern after it. While it is visionary to dream of taking the output of entire factories and shipping in more than carloads he felt the farmers elevators constituted a sufficient market if orders were bunched.

A. A. PAULSEN, of the Hardy Salt Co., one of the companies which has made concessions to the brokerage ass'n, a native of Denmark, to do about the cooperative activities of his country and their phenomenal success.

Adjourned *sine die*.

Tuesday Afternoon Session.

The second session was begun at 1:45 p. m. Tuesday with community singing led by Mrs. Clare Nichols.

A. J. KREGEL, pres. of the Iowa Creamery Sec'ys and Managers Ass'n, substituted for C. Bechtelheimer in a discussion of the relationships of cooperative trade organizations. He remarked that such ass'ns are now stretching themselves to meet cooperatively and that such cooperation among the various organizations is essential for the mutual good of all. Delegates were advised of the value of taking inventory at the beginning of each new year to ascertain what has been accomplished, and what may be done for the improvement of conditions and the prosperity of the local institutions.

O. J. KALSEIM, Huxley, pres. Iowa Cooperative Live Stock Shipper's Ass'n, discussed cooperation between farm organizations, remarking "there has been too much of a 'dog eat dog' policy between various farm organizations. More harmony and working together for the common good of all agricultural production is needed to accomplish benefits for the farmers, particularly on national problems. Labor is paid as high as ever and the farmer should not be reduced to the state of a peon, but should be paid just as highly. For that reason the farmers should present a united front in sup-

port of the principles of the McNary-Haugen bill. Cooperation begins at home. Promote loyalty to the local institution, then broaden out for national good.

SCOOP HELLENPALL entertained with merry music on a Xylophone and was applauded again and again.

SEC'Y J. P. LARSON, Fort Dodge, read his annual report from which we take the following:

Sec'y J. P. Larson's Annual Report.

An analysis of audits, using as a basis 100 farmers elevator companies, taken from some of the audits made by the ass'n, showed that for fiscal years of companies ended during 1927, gave an average profit per company of \$2,713.89. We consider this a very good showing.

Cars Not Too Full for Inspection.—After a survey and inspection had been made in 18 district offices and for 44 markets, it was shown that of the shipments on which the Department of Agriculture representatives secured figures only 5.9% of the cars of corn received in the terminals were actually overloaded or heavily loaded. In regard to wheat, the percentage was 13% and on oats shipments 20.6%.

It was our belief that many of the cars, so reported, were not heavily loaded and that for some reason the notation was used entirely too often by the sampling division. It was found that an employee of the "sampling division" had been fined rather heavily for failing to stamp a car "too full for thoro inspection" when this particular car, when unloaded, proved to contain, in some parts of the car, grain of somewhat inferior quality. The natural result was that the grain samplers would not take a chance on being fined and thereby stamped a great number of cars with the notation without justification for doing so.

We had complete papers on shipments that had been handled and which had been stamped incorrectly. As a result of the work of this ass'n and the Illinois ass'n, the conditions complained of, showed immediate improvement.

Your Sec'y, after careful analysis of the situation in the various markets, is firmly of the opinion that the sampling, inspection and grading of grain in the terminals are entirely too important to be governed by politics and to be handled by political appointees who are changed whenever there is a change in a political administration.

Local Meetings.—More than 35 county and district meetings have been conducted, with the cooperation of grain specialists of the Extension Department of Iowa State College. All of these meetings have been successful and the county groups have voted to continue to hold meetings in the future.

Insurance.—A full and complete fire, tornado and windstorm insurance business is conducted in connection with your state ass'n, as the Farmers National Co-operative Elevator Mutual Insurance Ass'n of Iowa.

Public Accounting.—Your ass'n has during the past year and is at the present time taking care of auditing work for a larger number of companies than in any previous year.

Income Tax Cases.—In addition to taking care of current income tax returns, we are also handling a large number of claims for refunds or for abatement of taxes assessed. We are still maintaining an average of approximately \$25,000 per year of income tax savings in various kinds of claims and adjustments.

Surety Bonds.—We have in effect at the present time 165 bonds totalling \$847,000 at a total premium cost of \$2,542 per year. With the old rate in effect at the time the ass'n made the bonding arrangement, it would show a total saving of \$10,168.

Workmen's Compensation Insurance.—At the present time, we are carrying this kind of insurance for 144 member companies, with a total annual payroll of \$447,258 00.

Railroad Claims.—After claims have been filed and actually collected, the membership rate collection charge made by our attorneys is 15% of the amount collected. If collected without suit. In case it should be necessary to bring suit to force collection, claims of this kind will be handled at merely an additional 10% charge. All advances required for bringing suit are paid for and taken care of thru a special membership arrangement which we have with our claim attorneys. All member companies should avail themselves of the special claims arrangement made by your ass'n and all freight bills should be turned in for auditing so as to make sure that claims are filed in every case for shortage, overcharge, delays, etc.

Railroad Sites.—During the year 1926 we had two cases in which the railroad companies had ordered the removal of the elevator and other buildings. The cases were settled thru the ass'n to the entire satisfaction of all parties. During the latter part of 1927, one of our member companies was notified by the railroad company to remove its elevator building and vacate the railroad ground under lease. The matter was referred to the ass'n and we imme-

diately filed a complaint with the Iowa Board of Railroad Commissioners. This case will undoubtedly come up for hearing during the early part of the year 1928, and we believe that it will be advisable to continue our demands that a hearing be held, so that the points in question may be definitely determined. If railroad companies can force farmers' elevator companies to remove their buildings, vacate the ground and discontinue an established business, then we must insist on the enactment of adequate laws, that will, at least in some measure, give protection to business concerns that have been established and that have been built up, so that they will not be at the mercy of officials of railroad companies.

Ass'n Growth.—During the past year we have added 20 new members to our list.

W. J. KUERT, of the Division of Cooperative Marketing, U. S. Department of Agriculture, Washington, D. C., read a paper on the future of the farmers elevator movement, giving statistics and figures compiled by his division from studies of farmers elevators over the country, principally in the Northwest. It is published elsewhere in this number.

J. W. SHORTHILL, sec'y of the Farmers Grain Dealers National Ass'n, and of the Nebraska Farmers Elevator Ass'n, Omaha, discussed a grain marketing policy for the individual farmer, saying:

Grain Marketing Policy.

The farmer very often gets into the frame of mind whereby he blames everyone but himself for his troubles. Often the real blame may be honestly laid on him for his failure to accept the means at hand for their correction.

There is no real grain marketing policy for the individual farmer. If he is to attain his ends it must be thru cooperation with and of his fellow farmers and those interested in his welfare. In the cooperative movement we are meeting with splendid success, but it is no measure of the success we might attain if 100% cooperation on the part of the farmers were granted. The farmers have a wonderful opportunity to work together for their common good thru the farmers elevator ass'ns.

In the conduct of our institutions we are in need of a more sympathetic attitude toward our fellow cooperative institutions, even tho competitive. One of our Nebraska companies made strenuous efforts to increase its volume of grain. It succeeded, but in doing so diminished the volume of competitive neighboring cooperative elevators. This is an unsatisfactory condition and usually works to the disadvantage of all the cooperative elevators in the territory.

The farmer knows that a part of the profits of his local farmers elevator, belong to him. The trouble is that too often he wants those profits to be made on the other fellows' grain and purchases. He doesn't like to permit the elevator to make a profit on him.

The primary question at the close of a business year is "Was there any profit?" and "Will there be a dividend?" A deficit is likely to result in a loss of interest. No one cares to be connected with a failure.

One of the most important and difficult problems is to get the farmers in a frame of mind whereby they will work together on a marketing program. They should use their cooperative institution to the limit of their ability, then it can work to their benefit.

The interests of economy make it advisable to use the facilities at hand. If you have a local farmers elevator, don't expect to cut costs by breaking away from it and starting another competitive elevator. Too much competition creates waste, and inefficiency. Give your local institution a chance.

The development of sidelines is a direct aid to the elevator in cutting costs. The larger he can build the volume the cheaper he can make his purchases and the more he can save his patrons. Freight costs on carloads of feed instead of less than carload shipments make a tremendous saving.

Most difficult of problems is how to get the farmers to patronize their own elevator. The most effective treatment is to give them service, a service more valuable than they can obtain elsewhere. It is right to expect success and it is the duty of the directors as well as the manager to bend every effort in this direction.

Directors should hold regular meetings and know how their institution is progressing. There is the case of a cooperative creamery in which the directors left everything to the manager. Bye and bye the manager failed to put the returns in the bank from month to month. Since the directors made no effort to keep tab on him he was eventually enabled to slip away with quite a sum.

No farmers elevator can succeed unless it has the active interest of the farmers themselves back of it. The mechanical requirements of an

institution can be supplied, but it takes the ginger of the farmers to make it go.

Adjourned to 7:30 p. m.

Tuesday Evening Session.

The third session was called to order at 7:30 p. m. with vocal selections by a local quartet of Waltonians.

O. J. REIMERS, Rock Rapids, state representative, talked on anti-discrimination laws, saying:

Anti-Discrimination Laws.

We often theorize about cooperation without making accomplishment. One of our failures is making a noise about our movement. We don't advertise.

I remember one local farmers elevator I belonged to which used to stencil its name on the end-gates it sold to the farmers. That name was ever present. Every time the farmer took occasion to open the end-gate of his wagon he saw the name. When one farmer drove behind the other all the way to town he couldn't help often reading the name on the lead man's end-gate.

Laws are an important part of the farmers' business, but too often they are so busy they pay no attention to what is being done in the legislatures. A few years ago labor was unorganized and suffering as a consequence. Organization and demands brought to bear on the legislatures brought them the benefits of compensation insurance and shorter hours for women workers, etc. Organizations of teachers and good roads ass'ns have accomplished wonders. They have been active in the things they want and have been able to get them because they present a united front.

Here in Iowa we have had old line elevator companies that met competition of farmers elevators by over-bidding, at the same time under-bidding at the points where they had no competition. The farmers elevators have suffered as a consequence, some going down under the strain. In the eyes of the farmer these methods constitute discrimination.

Several states have tried to pass anti-discrimination laws, but most such laws have been failures because the teeth are usually removed by a clause permitting them to be disregarded when made necessary by competition.

Community singing was indulged in before the appearance of Former U. S. Senator Magnus Johnson from Kimball, Minn.

SENATOR JOHNSON made a two-hour address advocating the farmers elevator movement and loyalty on the part of the farmers. He remarked that the anti-discrimination laws were ineffective inasmuch as a Minnesota court last summer held the Minnesota law unconstitutional. Big business, he told the delegates, is constantly merging and growing bigger. If the farmers are to prosper they must organize and work together for the things they want. One of the things they should want and demand is a bill incorporating the principles of the McNary-Haugen bill.

Washington, the Senator said, needs a house-cleaning, it needs more honest, able and fearless men with the good of the country at heart. Farmers should encourage the efforts of such men as Dickinson and Haugen.

Adjourned to 9:30 Wednesday morning.

Wednesday Morning Session.

The fourth session was opened at 9:30 a. m. Wednesday with community singing led by Mrs. Clare Nichols.

A. L. BERG, pres. of the South Dakota Ass'n, was called upon for a few words. He

Mr. Berg's Remarks.

I am glad of the privilege to bring you greetings from your sister state of South Dakota. We feel we are brothers in the farmers elevator movement. Your president and myself have worked together many years thru the efforts of our national organization, of which each of us has been pres.

Time brings changes. Already you are beginning to change your methods as they have in states east of the Mississippi. They have found it necessary to add many sidelines, such as livestock, feeds, seeds, and in some cases produce. We shall have to do the same.

The last few years have brought wonderful changes in the industrial lines. Big business and constant mergers have come to the front. Efficiency and progress have been the watchwords. The farmer has failed to keep up.

Over in South Dakota we have started an organization of farm organizations called the State Chamber of Agriculture. It includes the officers of 15 farmer ass'ns and gets together regularly to discuss matters of common interest. The farmers are in need of such a cen-

tral organization. Perhaps it would be better if we didn't have so many small organizations, just one big one covering all lines generally and having branches to take care of its different activities. Much could be accomplished if we could eliminate the friction and jealousy existing between the different ass'ns.

J. A. SCHMITZ, Chief Weighmaster of the Chicago Board of Trade, read a paper on Scales and Weighing.

WM. H. McDONALD, Grain Supervisor at Chicago for the U. S. Department of Agriculture, told about grain grading.

Ruth Orchard McGuire, of Cedar Rapids, delivered a vocal solo comprising three bird songs.

DWIGHT LEWIS, Commerce Counsel of Iowa, Des Moines, discussed the probable effects of the general rate investigation on Iowa grain rates, saying:

Iowa Grain Rates.

Last year I told you something about the grain rates case under the Hoch-Smith resolution. This year we have more of it. Hearings have been conducted at various points in the South and Northwest. Now they are in progress in Chicago. Next they will probably go to the Pacific Coast. They have been going for a long time and piles of exhibits and evidence sufficient to load several trucks have been gathered, much of which I fear will never be read.

Last week I was in Chicago to present some additional evidence for equalization of rates to the Pacific Northwest. Under present tariffs grain from points on the Missouri river moves to Oregon and Washington at 12½ cents a hundred less than grain 20 miles east of that line. This is unfair and should be equalized.

As far as Iowa is concerned it may have been better if the grain rates had not entered into the investigation at this time. We have been enjoying a fairly favorable rate situation. Railroads of the Northwest, in which classification we fall, have not been making more than the percentage allowed on their investment according to the ruling of Interstate Commerce Commission. We wanted to stay out of it but our friends in the Southwest insisted that we come in.

Grain rate cases seem to go around and around, creating vicious circles and constant agitation. Each market just wants its rights, according to its own declaration. But those supposed rights usually include some advantage and if it succeeds it has an effect on other markets which immediately demand the same privileges. Thus the cases continue.

I hardly think the general rate investigation will greatly disturb rates in this territory. They have been comparatively low. A slight raise has been asked on some Iowa corn rates to bring them in line with neighboring states like Minnesota and South Dakota, but this will be immaterial even if effected.

However, we must be eternally on the job to protect the interests of the producers of our state and we appreciate the cooperation you folks have and are giving us. At some of the hearings I have noticed no producers have appeared to present their side of the case. If it were not for the state railroad commissioners they would have no representation. But the opposing forces have never failed to present plenty of testimony.

We are going along on the stand that Iowa agriculture can bear no further transportation burdens. It isn't kicking much about what it now has, but it can afford no more. I believe we will come out okeh when the investigations are completed.

Meanwhile we are on the job, looking after your interests and appreciating the aid you are giving us.

Adjourned to 1:30 p. m.

Wednesday Afternoon Session.

The fifth session was begun with a short address by Knute Espe, sec'y of the Iowa Co-operative Live Stock Shippers Ass'n, Des Moines regarding the value of cooperation between farm organizations. He paid his respects to the elevator ass'n as pioneers in the field of cooperation. Time, he contended, irons out mistakes and permits progress. Movements are held back or progress made thru the activities of their leaders. The encouragement of the leaders comes from the support given by members. The greater the support the more rapidly will come success.

He was followed by short talks from members on various subjects as follows:

Pro-Rata Dividends.

C. J. KELSEY, Iowa Falls: There is considerable psychology in dividends. They make

the patron feel much better and encourage him to continue and increase his patronage. But more important is the payment of any debts that may be outstanding, to clear the elevator and put it squarely on its feet. Next in importance is building up a surplus for the rainy days that always come.

The company with a large volume of business, which is building up more surplus than it needs, ought to return a dividend, particularly to members, for you pay no income tax on a member's business. A member getting such dividends becomes more interested and a better and more valuable patron. Perhaps this is dollar loyalty, but that kind has something to feed upon and is more likely to last.

Contracting Grain.

GERHARD LARSON, Albert City: Contracting grain from the farmers for future delivery may or may not be a good thing. Some do such contracting very successfully. But it is well carefully to consider the financial standing of the farmer before such a contract is made.

Next be sure to have a signed contract, with a payment down. Then you have the farmer tied up and have protected the elevator against a loss.

The farmers elevator is not a banking institution and the manager should not pay more than a nominal sum to bind the contract. Usually if more is necessary the financial standing of the farmer is such that he is a bad risk even with a signed contract.

The manager must be equally careful to protect his company on the other side by shipping to responsible receivers. Too often carelessness in this respect brings a loss.

In selling you can either use bids or options. It is a big advantage to have the privileges of an option, for then you can switch your option to another month, should any unforeseen contingencies arise to prevent delivery.

There are many who do not contract. Maybe they are right, but I advocate serving the farmer as he desires, so long as the elevator takes no loss or risk.

Collections.

THOMAS SCAMBLER, Alta: One of the reasons that many elevators have trouble in collecting is that they don't pay their managers enough. He doesn't feel repaid for the time and effort and worry that collection entails.

You may buy as low and sell as high as competition will permit, but if you can't collect it is to no avail and failure must result.

One of the aids in speeding collections is the charging of interest. One nice thing about interest is that it works every day, including Sundays and holidays.

The regular sending of statements, showing also the interest due, is a jolt that often speeds up the slow payers.

Loyalty.

E. V. MALTBY, Chicago: In the early days the farmers elevators had a pretty hard time of it. But constant loyalty and devotion to the cause has pulled them thru. At first the commission firms in our grain markets would refuse to handle their grain for fear of incurring the disfavor of the regular dealers, but their prejudice was overcome in time and today the farmers elevators have their own company operating on the boards of trade. They should be proud of the success to which their loyalty and management have led it.

Great possibilities are before us. Your continued loyalty in constantly growing measure will bring rewards of prominence and influence individually beneficial to every grain farmer.

Let us all be boosters and get back of our movement and ass'ns with loyalty and united effort in the common cause. Then only can we accomplish the visions we have drawn.

Live Stock as a Side Line.

W. A. BRUNEMEIER, Lake Park: When we first organized 23 years ago, our company immediately commenced handling sidelines such as flour, feeds, seeds, etc. About 12 years ago we learned that the livestock dealers in our territory were making a scandalous profit and thereupon entered the livestock shipping business, putting it under the same management as the elevator. Tho we are only able to ship once a week from the point at which we are located, due to railroad service, our shipments run from one to 15 cars regularly.

Cattle and hogs are handled on a straight commission basis. The department has been placed under the management of our bookkeeper, mainly because we felt it well to give the young fellows who will later fill our shoes, a share in the responsibility. It keeps up their interest. Our bookkeeper gets paid a commission on all the livestock he handles, so do the other employes concerned with the shipping.

We carry our own insurance on shipments of sound animals and make good any loss to the shipper. Crippled animals are shipped at the shipper's risk.

We have found that the grain and livestock business go well together. The latter is a good trade getter and financially it helps because the money for the stock usually stays around the elevator for from one to three weeks before the farmer calls for it. Meanwhile we can save interest on what we might otherwise have to borrow.

It also serves as a means of collecting for when the farmer comes for his check we get first crack at it on his account.

Music.

At this point the program was interrupted by several songs sung by the Grant High School Glee Club. All the young folks had splendid voices showing the effects of careful training on the part of an able instructor. They were roundly applauded by the entire assemblage.

The Cash System.

W. J. DARLAND, Clemons: Difficulties and losses on credits caused us to adopt the cash system in the operation of our business. We have learned that cash customers are by far the best.

The cash system permits the elevator to operate on less capital than credit, entirely eliminates bad accounts, and makes for much less book work.

Possibly we have lost some business thereby, but our volume seems to have held up as well as ever and the profits are greater.

REV. J. J. SHARE, the peppery little preacher from Humboldt, gave the delegates a great deal of encouragement with a short address on the farm situation. He said:

Farm Facts.

I am convinced that the greatest loss for the farmer during the past few years has not been financial, rather it has been his loss of caste in his occupation. Much of this has come because the farmers themselves permitted it. They admired the trades and professions and spoke apologetically of their own occupations. They didn't encourage the idea of their sons becoming farmers and their daughters farmer's wives.

Maybe you have been in some tight places, but you'll get out of them if you keep up your courage and faith in yourselves.

One of the leading farm publications is writing stories about 16 selected master farmers of Iowa. Among the qualifications on which is based its selection are efficiency, character, neighborliness and community interests. I am glad to see such stories. They are bringing a new conception of farming as an occupation.

Business Session.

The business meeting was begun with a reading of the minutes of the last meeting by Sec'y Larson, the report of the treas., the reports of the auditing, re-districting and credentials com'ites, all of which were unanimously adopted. The re-districting com'ite felt the present arrangement of districts is as near fair as possible.

The following resolutions were read and unanimously adopted:

Resolutions Adopted.

Farm Relief.

WHEREAS, Past efforts to have enacted into law some adequate Federal farm relief bill have been futile, and

WHEREAS, there is now pending before the Congress a new measure, therefore be it,

RESOLVED, That this body be recorded as heartily endorsing the principles embodied in the McNary-Haugen bill for putting farming on an equal basis with other industries; and insist that the members of any Board of Control appointed under that act to have charge of the marketing organization, must be appointed from nominees made by representative farm organizations.

Corn Borer.

WHEREAS, the work done by the U. S. Department of Agriculture in the study and control of the European Corn Borer has shown progress and good results, therefore be it,

RESOLVED, That this body urge the continuance and enlargement of appropriations to make this work even more thorough.

Waterways.

WHEREAS, it is an established fact that water transportation will greatly reduce the cost of marketing farm products and thereby increase the returns to the producer for those products, therefore be it

RESOLVED, That this convention endorse the plans suggested for deepening the inland waterways for ocean going boats, with particular emphasis on those plans pertaining to the Mississippi River and its tributaries.

Canadian Rail Rates.

WHEREAS, comparing the freight rates on wheat from Canadian and United States shipping points to ocean, Gulf and Great Lakes points show a tremendous advantage to Canadian producers in marketing their wheat, therefore be it

RESOLVED, That this body urge Congressional action to remove this discrimination, and to place United States producers on a parity with their northern neighbors.

Anti-Discrimination Law.

WHEREAS, the present Anti-Discrimination law of Iowa is virtually rendered inoperative by certain provisions therein, and

WHEREAS, certain large interests are taking advantage of this condition and make it necessary to have a complete revision of this law, therefore be it

RESOLVED, that the officers of this Ass'n be instructed to make an exhaustive study of the Anti-discrimination laws of other States, and draft, with the assistance of sympathetic State Senators and Representatives, a new law to be introduced in the next session of the Legislature, which will be fair to all affected interests, but which will eliminate the evils of the present law.

Corn Sugar.

WHEREAS, the present Federal regulations require labeling of any product containing sugar as an adulterant, while in fact the food value of corn sugar is equal to or greater than that of cane or beet sugar, therefore be it

RESOLVED, That we urge removal of these requirements and have corn sugar put on a parity with cane and beet sugar in the manufacture of food products.

Officers Elected.

Election resulted in the selection of the old directors by all except District No. 2. The lineup now is District No. 1, Ralph Bartels, Sioux Center; No. 2, Oscar Heline, Marcus; No. 3, C. H. Nelson, Garner; No. 4, H. H. Douglass, Northwood; No. 5, H. F. Toben, Palmer; No. 6, J. C. Riedesel, Glidden; No. 7, S. J. Cottingham, Stanhope; No. 8, W. S. Criswell, Madrid; No. 9, Wm. Niebuhr, Blairstown. A meeting of these directors the following day resulted in the appointment of S. J. Cottingham as pres.; H. F. Toben as vice-pres.; and J. C. Riedesel as treas.

Adjourned to 6:30 p. m.

Banquet.

A splendid banquet was served about 800 guests in the main dining room of the New Shrine Temple at 6:30 p. m. Wednesday. Music was supplied by the Coe College Military Band while the courses were served. After the cigars were lighted Pres. Cottingham introduced Hugh Orchard of Cedar Rapids as the toastmaster. He told a number of clever stories much to the amusement of the guests.

A. B. Traeder, J. L. Miller, P. H. Underwood, J. A. Thompson, Rev. J. J. Share, Sec'y Larson and D. A. Allen, pres. of the Illinois Ass'n, were called upon in turn for a few words and stories to tickle the ears of the assemblage.

They were followed by a two-hour political address by former State Senator M. L. Bowman of Waterloo, in which he advocated the McNary-Haugen bill, complained of the President's veto, boosted Frank O. Lowden as a possible presidential nominee, advocated good roads, and complained of the state's methods for obtaining them.

Adjourned *sine die*.

Convention Notes.

A. L. BALTIC came from Baltic, South Dakota.

Clyde Truesdell, of B. C. Christopher & Co., came up from Kansas City.

Representatives of Fraser Smith Co. had room 409 at the Roosevelt.

Carl F. Younglove represented the Younglove Engineering Co. of Sioux City.

J. V. BASS of Marshalltown was visiting his many friends among the delegates.

DES MOINES representatives included E. G. Cool, J. C. Lake, and M. A. Swanson of the Urdike Grain Co., Inc.

FIRE INSURANCE representatives included Carl H. Brasee of the Grain Dealers National Mutual Fire Insurance Co., Sec'y Dave O. Milligan of the Western Grain Dealers Mutual Fire Insurance Co., and Geo. Traut.

FRED POND and Dan Southwell attended from Buffalo. While at the convention Fred took occasion to run over to Shenandoah, where he was called upon to broadcast a short address over Henry Field's radio station.

THE CONVENTION was slated to end on Thursday but the Thursday morning session was given over entirely to the meeting of the insurance company and no time was devoted to discussion of subjects for the betterment of grain handling or marketing.

Bill Jackson of the Farmers Elevator Co. at Early, Ia., fell off a coal car last October and broke his leg. He has been convalescing very nicely. Coming to the convention was his first public appearance since the accident and everyone was glad to see him.

E. J. Nolan of the Weight and Measure Bureau at Des Moines told a story to several cronies about the driver of a coal truck who had a puncture between weighing his gross and tare and weighed back with a flat tire. It seems he thought his weights couldn't be right because he had lost 45 lbs. of air when he got the puncture.

CHICAGO representatives included "Jack" Brennan of John E. Brennan & Co., H. R. Sawyer, and W. M. Christie of J. H. Dole & Co., K. B. Pierce, of James E. Bennett & Co., Ed. A. Praeger of McKenna & Strasser, Geo. E. Booth of Lamson Bros. & Co., E. V. Maltby and Miss Winters of Rural Grain Co., L. A. Douglass, of E. W. Bailey & Co.

Seventy of the delegates attended a little dinner given by Lamson Bros. & Co. in the Lincoln room of the Roosevelt on Tuesday evening. Cigars followed the dinner. Music was supplied by the Red Parrott Duet. Everyone was called upon to introduce himself. Short and entertaining talks were delivered by Geo. E. Booth and by Si Oliver, state representative from Winona county.

ROY BENNETT of Boone, Ia., was carrying "Minn," the red-hot mamma from Iowa. "Minn," he said, had created considerable excitement in Paris during the Legion convention. "She" consisted of a Boston-bag fitted with brass studs so arranged on one side as to spell "Iowa." Inside was a battery and some shocking apparatus. Whenever Roy squeezed the handles of the Boston-bag together, whoever was standing nearest the brass studs was bound to jump. Roy was characterized as a shocking fellow.

AMONG the brokers, commission men and grain merchants from distant points were B. E. Wrigley and F. W. Mueller of Peoria; J. M. Riebs, Jr., and Leonard J. Keefe of Milwaukee; D. H. Allen, H. B. Price, and John Benson of Rural Grain Co.; C. A. May of J. H. Dole & Co.; Bob Swenson, B. M. Triggs, S. A. Steensen of Sioux City, Waterloo and Fort Dodge, respectively, James E. Bennett & Co.; Frank Cooley, James H. Barrett, A. M. Vorhes, M. J. S. Powell, Bond Lane and Art Torkelson of Lamson Bros. & Co.; Edna Fry, Ames.

SOUVENIRS! Small sacks of salt that could be rubbed over frosted windshields to break the ice and prevent further freezing were distributed by the Myles Salt Co., Ltd. "Kenifes" were the gift of the Rural Grain Co. They consisted of jack-knife shaped handles designed to hold automobile keys in the places customarily fitted with blades. Pencil clips were handed out at the Morton Salt Co.'s booth. Pencils of varying sizes were distributed by Pillsbury Flour Co., R. R. Howell & Co., J. H. Dole & Co. and E. W. Bailey & Co. Small stones for sharpening jack-knives were available at the Cudahy Packing Co.'s exhibit. Toy tops were given to delegates by the Holmes-Darst Coal Co.

Among the managers of farmers elevators and representatives of the country shipping trade were H. R. Alcorn, Stanhope; Chris. Adams, Cartersville; O. Askildson, Leland; Geo. Beales, Humboldt; W. E. Boots, Panora; R. C. Booth, Laurens; Wm. Burt, Clarion; Tom Berryman, Granger; M. H. Barker, Little Cedar; Wm. Behle, Fairfax; Roy Bennett, Boone; H. Beckman, Walcott; L. L. Barth, Greene; F. D. Byers, Sergeant Bluffs; Frank Baker, Daugherty; Harley Booknau, Malcom; J. Brakke, Cylinder;

Emmet Campbell, Rockwell; N. P. Christensen, Highview (Webster City p. o.); August Carstens, Ackley; Chas. Castle, Britt; M. Case, Manson; H. H. Douglas, Northwood; C. E. DeVries, Aurelia; Ed. Diekevers, Boyden; C. L. Denton, Larimore; W. J. Darland, Clemons; L. J. Dennis, Center Point; B. E. Edwards, Bremer; Sam Eastlack, Schaller; J. Elder, Allison; S. D. Fleming, Spencer; A. F. Froning, Algonia; A. Froning, Dike; E. F. Froning, Liscomb; H. Fitzgerald, Plover; Lon Froning, Garrison; E. A. Fuller, Prairie City; H. E. Gibson, Dillon; Pat Guthrie, Elkhardt; F. S. Grange, Ruthven; Walter Goos, Beaman; A. M. Glow, Lincoln; P. Greenfield, Palm Grove;

W. C. Hunt, Pocahontas; John Havinga, Stratford; A. G. Holcomb, Hanlontown; C. F. Hasche, Rock Rapids; H. R. Hollis, Hudson; Fred Helmers, Stout; J. E. Huibregtse, Matlock; C. A. Hakeman, Sanborn; O. D. Harrison, Hinton; Ralph Hartsock, Modale; D. K. Hopkins, Galt; Chris. Hansen, Coulter; Harry Jenks, Gilman; Mr. Johnson, Union; Robert Jack, Colo; William Jackson, Early; Fred C. Juergensen, Olin; Roy Johnson, Alleman; M. Johnson, Meriden; E. W. Kluckhohn, Rockford; Wm. Kuehl, Eldridge; D. H. Keith, Goldfield; W. L. Kilmer, Farnumville; A. Kalseim, Jewell; Wm. Kessler, Marshalltown; Ben Knudtson, Roland; O. J. Kaschmitter, Whittemore; Jesse Lukehart, Laurel; W. Lowry, Boxholm; Earnie Larson, Dayton; G. Larson, Albert City; Wm. Loeltz, Dedham; A. Larson, Lake Mills; W. C. Lingren, Forest City; W. J. Leonard, Ventura; Ted Long, Thornton; Robert Lodge, Rudd; Wm. Lynch, Greenmountain;

M. Martianson, Dike; J. B. Mertz, Ottosen; Mr. Mulholland, Flugstad; E. G. Mellen, Grundy Center; L. L. Mortimer, Dallas Center; J. Maccheek, Williamsburg; W. J. Morrison, Ocheyedan; A. Murray, Bancroft; J. L. Miller, Have-lock; E. V. Moon, Lawnhill; R. I. McFarlane, Washington; T. McElwain, Sloan; M. McNie, Hampton; G. A. Nack, Grafton; Mr. Neilson, Elberon; T. C. Nicholson, Lidderdale; G. A. Null, Remsen; Carl Oelrich, Wesley;

Jans Popkes, Aplington; Mr. Pederson, Blairs-town; E. Paarman, Stockton; D. J. Peters, Wellsburg; Tom Pfund, Hawkeye; A. D. Post, Onawa; H. Pitzer, Ellsworth; Ben Popkes, Kesley;

J. Redman, Fort Dodge; Mr. Riley, Barnum; J. C. Riedesell, Glidden; Phil. Ritter, Aredale; Fred Ray, Conrad; Mr. Riekena, Wellsburg; G. W. Ruth, Churdan; H. L. Swanson, Garden City; Bert Sniffin, Kamrar; A. Stewardson, Arthur; B. O. Sweet, Dows; Art. Shillington, Harcourt; J. S. Stewart, Scranton; Chris. Schulte, Alexander; K. P. Schmidt, Osage; J. A. Seward, Sheldon; H. Strahorn, Rockwell; M. C. Stark, Corwith; J. E. Sterner, Conroy; Sam Sumners, Clarion; Robert Siebke, Dixon; J. A. Sutton, Plymouth; Thos. Scambler, Alta; A. C. Schroeder, Blanden; J. A. Thompson, Dumont; E. R. Tompkins, Winterset; A. Traeder, Odeboldt; Dave Thomas, Rembrandt; M. Tesdall, Midvale (Huxley p. o.);

A. F. Umhoefer, Ashton; Phil Underwood, Ringsted; C. E. Voyles, Storm Lake; D. Waanders, Hospers; M. L. Ware, Coggon; H. M. Weitzel, Dunbar; C. Weisbrod, Fenton; Mervin Wood, Burchinal; E. Wise, Richards; M. A. Westrum, Scarville.

Exhibits.

Hardy Salt Co. was represented by A. A. Paulsen.

Chas. B. Baumgartner Co. showed steel posts and gates.

Hooven & Allison Co. showed samples of binder twine.

Pillsbury Flour Mills had an exhibit of flour and mill feeds.

Saginaw Salt Products Co. showed full size samples of iodized block salt.

Albert Dickinson Co. had a display of field seeds and feeds in charge of J. J. Walsh.

The R. R. Howell Co. exhibit of elevator equipment was in charge of Frank Barsaloux.

Cudahy Packing Co. had an exhibit of tankage and manner of use in supplementing feed-stuffs.

Calumet Steel Co. sent J. R. Hash to demonstrate the advantages of Ankortite steel posts and fencing.

Chas. E. Newell, of the Newell Constr. & Mchy. Co., showed a working model of his electric truck dump.

Kokomo Steel & Wire Co. had an exhibit of steel fence posts and sheet metal for iron-clading elevators.

Morton Salt Co. had a booth in charge of J. V. Gavin displaying various forms of the company's products.

Myles Salt Co., Ltd., had a booth in which to show the advantages of its salt in charge of Thomas H. Brandon.

Northrup, King & Co. displayed field seeds. The exhibit was in charge of G. W. Smoldt and Wm. T. Hughes.

The Penick & Ford Sales Co., Inc., exhibit of molasses and corn gluten feeds was in charge of Arthur Davis.

National Clay Products Co., represented by W. C. Carroll, displayed samples of brick, building blocks and drain tile.

Staley Sales Corporation was represented by K. J. Maltas with an exhibit of protein feed, soybean meal, and corn gluten feed.

Strong-Scott Mfg. Co. was represented by G. A. Brown, showing the advantages of their latest, improved and simplified head drive.

The Bauer Hammer Mill representative had room 1012 in the Roosevelt, where he told delegates all about the advantages of hammer mills.

Corona Chemical Division of the Pittsburgh Plate Glass Co. had samples of Merko for treating seed corn and coppercarb for treating wheat. R. D. Whitmarsh was in charge.

Raven Mfg. Co. displayed mineral feeds. The exhibit was in charge of Earl Simpson. A movie showing the benefits of feeding its mineral feeds was run in the Rialto theater.

A 22 inch Diamond ball bearing attrition mill fitted with totally inclosed and self-ventilating General Electric motors, was on exhibit by the Diamond Huller Co. in charge of D. B. McLaughlin.

An exhibit of the "Tri-Cleaner" failed to arrive in time to be shown. But T. G. Lewis, head of its distributing organization, had a booth with plenty of literature and information about the machine.

F. J. Conrad had an exhibit of elevator machinery including SKF ball bearings, Red Band motors with Timken bearings, a portable electric blower, D. P. cups manufactured by the K. I. Willis Corp., a Munson corn crusher, and a 27 inch Munson attrition mill.

The walls of the City Auditorium were lined with exhibits during the convention, most of which appealed to the farmers and the sideline instincts of the managers. Further exhibits were shown in the Roosevelt room at the Roosevelt hotel.

A booth with information regarding scales and weighing, and examples of the corn borer that is worrying Indiana and territory east, was supplied by the Iowa Department of Agriculture. E. J. Nolan, scale inspector, and M. G. Thorntun, sec'y, were in charge.

Geo. P. Sexauer & Son had an exhibit of seeds in charge of Wm. T. Hughes, E. J. Foster and Geo. L. Kurtzweil. Their display was augmented by a miniature movie showing the advantages of using Semesan Jr. in treating seed corn for control of corn diseases and increased yields, in charge of W. P. Stark.

Have you made any definite plans for the future of your business? Are you drifting with the current, or forcing your way up stream under a full head of steam?

L. W. Ely's Elevator at Guide Rock, Nebr.

A new elevator with every modern convenience has recently been completed for L. W. Ely at Guide Rock, Nebr., dealer in grain and mill feed. It is a 28x35 foot structure 37 feet to the plate and 53 feet to the top of the cupola, studded and covered with iron. Three points at the top of the cupola are connected with grounded copper cable for lightning protection.

Seventeen bins served by the distributing spout, with two dump bins and one cleaner bin, give the house a total storage capacity of 25,000 bus. Six bins are formed over the drive-way by dividing the usual three bins. Each is fitted with spouting for running bulk grain into wagon or truck boxes, or thru sacking chutes as may be desired. One bin is fitted with spouting leading to a custom grinding mill. Two bins spout direct to the cleaner. A Fairbanks-Morse, 10 h.p., ball bearing, inclosed motor operates both the mill and the cleaner.

Mr. Ely does an extensive retail business which is the reason for the unusual number of bins over the drive-way, and for an unloading sink and chute in the concrete foundation wall on the track side. Corn or oats received by rail are thereby more easily handled.

An air lift served by a pressure tank is kept filled thru operation of a one h.p. Fairbanks-Morse inclosed motor. It facilitates the dumping of either wagons or trucks. Grain is dropped into a concrete double pit, fitted with a flip-flop valve for directing grain to either pit.

The leg is fitted with Salem buckets and has an elevating capacity of 1,800 bus. per hour. It is operated by a 5 h.p. Fairbanks-Morse, inclosed motor, coupled to a Winters head drive and fitted with an automatic back-stop, to prevent chokes.

Outbound grain is weighed thru a 5-bu. Richardson automatic scale in the cupola.

A chemical fire extinguisher is carried on the manlift, readily accessible for fighting possible outbreaks in any part of the house.

The office, 14x20 feet, is built on the north side of the elevator. A short bay on its outer side houses the beam of a 10-ton truck scale. Construction was begun in May and completed early in July.

A food distribution institute is being organized to collect facts regarding what is happening in the markets as a guide in distribution, to be conducted by 50 trustees. About 300 food manufacturers, wholesale grocers, chain store proprietors, food brokers and publishers have manifested an interest in the proposition, which is taking form under the leadership of Gordon C. Corbaley, pres. of a Seattle wholesale firm.



L. W. Ely's Elevator, at Guide Rock, Neb.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Conway, Ark.—Hiegel & Thessing are building a brick building for their feed business.

Newport, Ark.—The Jackson County Gin & Mfg. Co. is building a new elvtr. Additional feed mlg. equipment is being installed.

Hoxie, Ark.—Joe Drysdale, 16 years old, fell from the roof of the Twin City Mlg. Co.'s elvtr. recently while hunting pigeons. He received a broken right arm and leg, a dislocated shoulder and a broken rib.

CALIFORNIA

San Francisco, Cal.—Jones Erlanger, pioneer grain broker of San Francisco and Stockton, died recently at the age of 62.

San Francisco, Cal.—H. E. Woolner, former mgr. of the Great Western Mlg. Co. of Los Angeles, has opened offices here and will conduct a grain and feed business.

Corcoran, Cal.—The V-O Mlg. Co. of Los Angeles has bot the plant of the Corcoran Mill & Warehouse Co., which was owned by S. C. Dunlap of Los Angeles. Lyle E. Weir will be the local mgr. for the new owner.

Los Angeles, Cal.—Considerable confusion has been caused by the fact that there are three firms whose names begin "Los Angeles Grain." We have, therefore, decided to make a change in our name and will hereafter be known as Southern California Grain Co. Our address and personnel remain the same.—Southern California Grain Co., successor to Los Angeles Grain Brokerage Co.

CANADA

Prince Rupert, B. C.—The Alberta Wheat Pool has leased the government elvtr. for five years commencing Aug. 1, 1928.

Vancouver, B. C.—It is rumored that James Richardson & Son, Ltd., intend to make arrangements for the building of a 2,000,000-bu. elvtr.

Holland, Man.—The elvtr. of the Wheat Pool burned Jan. 28 early in the morning. The house was almost filled with grain. The loss is estimated at \$32,000.

Vancouver, B. C.—Randall, Gee & Mitchell will build a 750,000-bu. elvtr. at a cost of \$1,000,000. It will be erected on the north side of the inlet and will be the first one there. C. D. Howe designed the plant.

Toronto, Ont.—The first grain elvtr. on the new harbor front is to be built by the Canada Malting Co., and will have a capacity of 750,000 bus. The company plans to use Ontario grown barley to a large extent in the production of malt.

Prescott, Ont.—There is considerable rivalry between Prescott and Kingston, Ont., for selection as the most suitable location for the proposed grain terminal, and the former city is putting up a strong argument as to its superiority as a transfer point in the Great Lakes-St. Lawrence grain trade.

Montreal, Que.—We are indebted to the Council of the Montreal Board of Trade for a copy of its 58th annual report. During 1927 Montreal received and shipped the greatest quantity of grain in its history. Receipts were 205,122,935 bus. and shipments 138,239,828 bus. The storage capacity for grain in the port is now 12,162,000 bus. The Corn Exchange now has a membership of 157.

Montreal, Que.—The Corn Exchange Ass'n recently elected T. C. Lockwood, pres., and Alfred Chaplin, treas. The com'lite of management will be J. M. Vittie, Merton L. White, A. W. Brown, E. Turgeon, Harold W. Corrigan, Guy D. Robinson and C. H. G. Short. H. W. Raphael is chairman of the board of review and other members are W. W. Hutchison, H. D. Dwyer, Joseph Quintal and Wm. McDonald.

Vancouver, B. C.—On Feb. 1 we opened offices in Suite 31, Exchange Bldg., under the firm name of Denbigh, Dickinson & Greathed, Ltd., for the purpose of transacting a general brokerage business in stocks, bonds, grains, etc. W. Wade Denbigh will manage the cash grain brokerage department, H. Dickinson will be identified with the financial department, and A. J. Greathed will represent the firm on the floor of the Stock Exchange.—Denbigh, Dickinson & Greathed, Ltd.

Montreal, Que.—The Harbor Commissioners are adding a 3,000,000-bu. storage annex to Elvtr. No. 3. This elvtr., erected in 1924, has a capacity of 2,000,000 bus., so that the entire plant with the present addition will have a capacity of 5,000,000 bus. This addition was anticipated at the time the original layout was made, and will increase the total Montreal harbor storage by about 25%. All foundations and lower story and one section comprising about 30% of the bins are now completed and the entire plant will be ready for the 1928 crop. The whole of the work was designed by the John S. Metcalf Co., Ltd.

New Westminster, B. C.—The 1,000,000-bu. elvtr. which the Harbor Board will build at Fraser River will have a 1,000,000-bu. capacity, with work house and track shed of metal clad timber construction on concrete foundations, and storage annex of reinforced concrete. Boat loading spouts are arranged for direct loading to ocean liners from work house and storage shipping bins. Receiving capacity will be about 70 cars per day and shipping capacity about 200,000 bus. per day. The elvtr. will have a complete cleaning equipment, a drier of 500 bus. per hr. capacity, complete dust collector system. It was designed by C. D. Howe & Co. It will be operated by the Fraser River Elvtr. Co., Ltd.

WINNIPEG LETTER.

The Continental Grain Co., Canada, Ltd., incorporated; capital stock, \$100,000.

The Searle Terminal, Ltd., incorporated; capital stock, \$1,500,000. This company is building a 3,000,000-bu. elvtr. in Ft. William, Ont.

The erection of a 10-story addition to the Grain Exchange Bldg. was recently decided at a meeting of the Traders Building Ass'n, Ltd. The estimated cost is \$500,000. The contract has been let to the Carter-Halls-Aldinger Co., Ltd., and construction work is to commence soon.

James Richardson & Sons, Ltd., is planning to erect a radio broadcasting station near the eastern border of Saskatchewan. Programs broadcasted will include, high-class entertainment, original features, and possibly the broadcasting of simple radio photographs. The company now has a broadcasting station at Moose Jaw, Sask.

Profits made in grain futures operations in Canada are subject to tax, according to a decision of the income tax department. In the past they have been exempt from taxation. Profits of 1927 future deals must come under this. Many firms at Chicago and New York deal in futures at Winnipeg and their profits from that source are subject to this ruling. It is expected further litigation will ensue before the ruling is accepted.

COLORADO

Denver, Colo.—G. H. Irwin, mgr. of the Fort Collins Flour Mills of Fort Collins, a unit of the Colorado Mlg. & Elvtr. Co., has been appointed mgr. of the Crescent Flour Mills to succeed C. E. Williams, recently made general mgr. of the Colorado Mlg. & Elvtr. Co. J. G. Dalziel, mgr. of the Eaton Flour Mills of Eaton, another Colorado Mlg. & Elvtr. Co. unit, will succeed Mr. Irwin at Fort Collins. The Eaton Flour Mills will be placed under the jurisdiction of the Model Flour Mills at Greeley and be under the management of H. E. Kelly.

Dixon, Colo.—E. C. Johnson of Craig has sold the Dixon Mill & Elvtr. Co. to Gunnard Johnson and Rudolph Kuntz, both of Dixon.

Walsh, Colo.—We have our local elvtr. completed, also the ones at Vilas and Prichard (not p. o.). Grain in this country consists of milo, kafir and corn.—C. S. Simmers, buyer, Geo. E. Gano.

ILLINOIS

Benson, Ill.—Chas. Bonges has resigned as mgr. of the Farmers Elvtr. Co.

Sublette, Ill.—E. W. Reeser has been retained as mgr. of the Farmers Elvtr. Co.

Gilson, Ill.—J. L. Hughes is the present mgr. of the Gilson Farmers Co-op. Co.

Mansfield, Ill.—The Farmers Grain Co. recently voted to dispose of its elvtr.

Elliott, Ill.—J. S. Cameron has had his wagon scale rebuilt by the Superior Scale Co.

Paw Paw, Ill.—The Paw Paw Co-op. Grain Co. expects to install a feed mill in its elvtr.

Brighton, Ill.—John H. Hauter has been re-elected mgr. of the Farmers Co-op. Elvtr. Co.

Cornland, Ill.—The Mt. Pulaski Grain Co. has had its wagon scale rebuilt by the Superior Scale Co.

Meriden, Ill.—C. A. Partridge was retained as mgr. of the Meriden Grain & Supply Co. for another year.

Vera, Ill.—Mail addressed to the Farmers Co-op. Exchange has been returned marked "Out of business."

Knoxville, Ill.—We may double the size of our feed warehouse so it will hold four carloads instead of two.—Gottrick Bros.

Gibson City, Ill.—Dealers of Gibson City territory plan to hold a local meeting and dinner here on the evening of Feb. 21.

Allen Station (San Jose p. o.), Ill.—We have just installed a Beyl Clutch in our elvtr.—W. H. Scott, mgr., Allen Farmers Elvtr. Co.

Trivoli, Ill.—We contemplate installing a new truck scale and increasing the size of our lumber sheds.—Trivoli Farmers Co-op. Co.

Pontiac, Ill.—Wm. and Clifton Murray, who have been operating an elvtr. at Cayuga, have leased the elvtr. of the Rogers Grain Co.

Colfax, Ill.—E. J. Feehery & Co. of Chicago have opened a private wire office with E. S. Lyons, formerly of the Lyons Grain Co., as mgr.

Eldena, Ill.—C. H. Pfetzing was retained as mgr. of the Eldena Co-op. Co. for this year at the annual stockholders' meeting of the company.

Seaton, Ill.—We plan to install a feed grinding mill as soon as we can get sufficient electrical power.—G. S. Greer, mgr., Seaton Farmers Grain Co.

Green Valley, Ill.—W. T. McIntosh, formerly agt. for the Smith-Hippen Grain Co. at Harris Landing, is now connected with J. R. Barker in the grain business.

Maquon, Ill.—We are contemplating construction of a small feed warehouse for handling our local feed business.—Geo. H. Walters, mgr., Maquon Farmers Elvtr. Co.

Cissna Park, Ill.—Mr. and Mrs. Leslie Markwalter are the proud parents of a 9½-pound son, born Jan. 29. Mr. Markwalter is mgr. of the Cissna Park Co-op. Co.—"Squire" Cavitt.

Wilmington, Ill.—Wm. Godel, 58 years old, who operated an elvtr. here until about a year ago, died recently after a year's illness. He is survived by his wife and a daughter, Phyllis.

Luther (Mason City p. o.), Ill.—The properties of the former Luther Co-op. Co. are now owned and operated by the Farmers Grain & Coal Co. of Mason City.—W. F. Allison, mgr.

Allendale, Ill.—H. A. Fox bot the plant of the Allendale Mill & Elvtr. Co. at receiver's sale for \$2,500. It is expected that the new owner will overhaul the plant and put it in operation.

Irving, Ill.—Cook & Gilbertson, who have been in the feed and flour business for the past 10 years, have bot the elvtr. of the Irving Co-op. Equity Co. The new owners are now in charge.

Douglas, Ill.—A small leg for delivering seed to the cleaning machine has been purchased by the Valley Grain Co. and will be installed in its Douglas elvtr. at an early date.—F. E. Gorham, mgr.

Taylor Ridge, Ill.—I am now operating a feed grinding mill in the old elvtr. of the Wayne estate here. If conditions are favorable, I may lease or rent the elvtr. later in the year.—Warren Cook.

Alton, Ill.—The Stanard-Tilton Mfg. Co. has let the contract for a 5-story building to increase the local warehouse facilities. It will provide room for operating the food products package machinery.

Del Rey, Ill.—Stockholders of the Farmers Grain Co. recently voted on the proposition of disposing of their business, but the proposition lost and the business will be continued. Wm. Seimonds was retained as mgr.

Goodwine, Ill.—Ed. Kambly, formerly of the firm of Beebe, Wise & Kambly of Claytonville, will be the new mgr. of the Goodwine Grain Co., succeeding Hawkins Moore. He will take charge the 23rd of this month.—“Squire” Cavitt.

Elmwood, Ill.—Ernest Graves, experienced elvtr. man from Duncan, Ill., replaced H. M. Buck as mgr. of the Elmwood Elvtr. Co. on Jan. 30. The latter is going back to Urbana to finish a course at the University of Illinois.

Eden, Ill.—The Lamprecht Grain & Implement Co., which acquired the properties of the Farmers Elvtr. here last fall, plans to install a feed grinding mill and a truck lift some time this summer if the new crop conditions warrant. E. E. Lamprecht is the owner.

Streator, Ill.—Grain dealers of the Streator territory gathered 30 strong in the office of James E. Bennett & Co. for the regular local meeting on Feb. 2. A general discussion of matters pertinent to the trade was indulged. It was decided to hold the regular meetings on the 3rd Thursday of each month in the Elks Club hereafter.

Kankakee, Ill.—Approximately 60 grain dealers convened in McBroom's Restaurant on the evening of Feb. 1 for the regular local meeting. Entertainment was provided by the Clifton Male Quartet, famous singers from radio station WLS. The principal talk of the evening was made by Senator Richard R. Meents of Ashkum, discussing organization.

Chillicothe, Ill.—A new office, fitted with a full basement and furnace heat, has been built here by Turner-Hudnut Co. It is 18x24 ft., of frame construction, shingled on the outside, and has three rooms, a private office, a weighing and a testing room. Fairbanks 10-ton Type S Scales with a self-registering beam have been installed and a protecting shed built over the platform.

Delavan, Ill.—New members of the Illinois Grain Dealers Ass'n are Graham Grain Co. of Richards Station (Streator p. o.), Mann Bros. of Shumway, Moore & Kliyla of Mendota, H. Lambert Co. of Beaverville, the Ashkum Farmers Elvtr. Co. of Ashkum, Roberts Grain Co. of Roberts, Pesotum Elvtr. Co. of Pesotum, and the Grand Ridge Co-op. Grain & Supply Co. of Grand Ridge.

Champaign, Ill.—Grain dealers and farmer patrons of the Champaign territory met in the Inman hotel, Jan. 31, where they enjoyed a splendid banquet and a sociable time. W. H. McDonald, federal supervisor at Chicago, was the chief speaker, discussing grades and grading. Community singing, in which the 91 present joined with unusual enthusiasm, led the program. Lawrence Farlow, sec'y of the Illinois Farmer Grain Dealers Ass'n, was among those present.

Joliet, Ill.—The Illinois Grain Dealers Ass'n will hold its annual convention here on May 10 and 11. Headquarters will be at the new Louis Joliet Hotel. Among the speakers will be V. E. Butler of the Grain Dealers National Mutual Fire Insurance Co., discussing taking a fair margin on grain; W. H. McDonald, federal supervisor at Chicago, talking on grades and grading; J. A. Schmitz, chief weighmaster for the Chicago Board of Trade, telling about scales and accurate weighing; and Frank Delany of the Chicago Board of Trade, who will discuss practical farm relief and kindred subjects. Entertainment will consist partly of a visit to and “thru” the state penitentiary. A luncheon and entertainment for the ladies, of which a goodly number are expected, will be provided. The banquet will be held the evening of the first day and it is rumored that Big Bill Thompson, mayor of the Windy City, will be the chief orator at this feature. A special invitation is extended grain dealers, their farmer patrons, managers of farmers' elvtrs. and their directors, and all other interested parties to attend.—W. E. Culbertson, sec'y.

Georgetown, Ill.—C. B. Spang has sold his flour mill to C. H. Wade of Paris. He retained his elvtr., lumber and coal business. He also owns elvtrs. at Westville and Meeks (Hummrick p. o.).

Seneca, Ill.—Martin J. Hogan, 80 years old, who had been in the grain business here for 43 years, died Jan. 24 after a month's illness. Mr. Hogan was pres. and mgr. of the M. H. Hogan Grain Co. He is survived by three daughters, Misses Genevieve and Irene Hogan, and Mrs. Loretto Kimball.

CHICAGO NOTES.

The rate of interest for advances on Bs/L has been set for February at 5½% per annum by the Board of Directors.

A Board of Trade membership sold Jan. 26 for \$9,700, and Jan. 27 at \$9,500 net to the buyer, with dues for this year paid.

Otto Waitzmann, of the Edward R. Bacon Grain Co., has been quite ill for several months and is not yet able to attend to business.

Rule 292 governing oats differentials was amended Feb. 9 by a vote of 293 to 253 changing the discount on No. 3 white oats delivered on contract from 1½¢ to 3¢ per bushel. Other grades remain the same, No. 1 white being ½¢ premium and No. 2 at contract price.

The Board of Trade will ballot on the following: A rule that all memberships be bot, sold and transferred thru the sec'y's office and that no member be permitted to receive or charge a commission for any service rendered in any purchase or sale of memberships.

The business conduct com'te, recently appointed by the Board of Trade directors, is composed of L. L. Winters, James C. Murray, J. W. Badenoch, Samuel P. Arnot, and A. W. Mansfield. J. A. Schmitz has been reappointed chief weighmaster. J. A. Noble has been reappointed chief, and C. F. Lias, ass't chief of the Grain Sampling and Flaxseed Inspection Department.

The Grain Receivers Ass'n recently voted to change its name to the Cash Grain Ass'n of the City of Chicago. The following officers were elected: Geo. E. Booth, pres.; Edward S. Westbrook, vice-pres.; Edward A. Doern, Fred G. Winter, Frank G. Coe, E. R. Bacon and John E. Brennan, directors. This ass'n was formed about 20 years ago and its membership was limited to grain receivers exclusively. Recently all the cash grain interests were included.

A midnight fire on the morning of Feb. 2 destroyed the working house, drier, engine and boiler room of the John E. Bastien Grain Co. on the Grand Trunk at 76th street. The flames were first seen in the top of the working house by the night watchman. The inaccessibility of the plant caused a delay of over an hour by the fire department in getting water on the burning structure. The loss on the burned portion is about \$50,000. Some of the concrete tanks were spalled off, but the condition of the 60,000 bus. of grain in the bins has not yet been ascertained, tho some of it is believed to have been wet. Mr. Bastien will rebuild the working house and drier, but has made no plans, having been suddenly summoned home from his winter vacation in Florida and Nassau. He is working now on adjustment of the loss. The 75 cars of grain running to the house have been diverted, and the company is taking care of its customers as before.

INDIANA

La Fontaine, Ind.—The A. B. Martin Grain Co. incorporated; capital, \$10,000.

Hobbs, Ind.—The Hobbs Grain Co. has installed SKF Bearings on its line shaft.

South Whitley, Ind.—The Farmers Elvtr. Co. has installed a new hammer mill and motor.

Sulphur Springs, Ind.—The Wilson Grain Co. has installed SKF Bearings on its jack shaft.

Columbia City, Ind.—The Farmers Mill & Elvtr. Co. is installing a hammer mill with 100 h.p.

Logansport, Ind.—The Farmers Grain Dealers Ass'n of Indiana will hold its annual meeting here Feb. 23-24.

Brookville, Ind.—Cliff Roberts has sold a half interest in the Roberts Feed & Produce Co. to J. E. Van Dyke. The firm name will remain unchanged.

Veedsburg, Ind.—Francis Finch of Hillsboro has been elected mgr. of the Farmers Elvtr. Co. to succeed Wm. A. Parish who resigned because of poor health.

Milford, Ind.—The Milford Grain & Mfg. Co. is installing a Bauer 60-h.p. direct connected hammer mill, sold by the J. M. Bell Co.

Maples, Ind.—Stiefel & Levy of Fort Wayne have bot the plant of the Minsel Elvtr. Co. The property will be remodeled and improved.

Williamsport, Ind.—M. C. Robertson, a farmer of near Stone Bluff, has bot the business of Milt Keister. The latter has not announced his plans for the future.

Haubstadt, Ind.—Lorentz Ziliak, aged 83, one of the original partners in the Ziliak & Shafe Mfg. Co., which operates an elvtr., died recently. He retired from business a number of years ago.

Shelbyville, Ind.—The plant of the G. W. Kennedy Mfg. Co. had a \$1,000 fire loss Jan. 24. Defective wiring in the attic of the plant was the cause. About 50 pigeons nesting in the attic were killed.

Frankfort, Ind.—Robert N. Wallace, 77 years old, died Jan. 23 from a stroke of paralysis that he sustained a few days previous. Mr. Wallace owned and operated an elvtr. here for a number of years. His wife and one daughter survive.

Indianapolis, Ind.—In order that the trade in general may be fully informed of its personnel, the Wm. R. Evans Grain Co. announces that in the future the name of the partnership will be the Winslow-Evans Co.—Edwin F. Winslow, Wm. R. Evans.

La Crosse, Ind.—The La Crosse Grain & Coal Co. has filed papers evidencing preliminary dissolution of the corporation. The plant of the company was destroyed by fire in Feb., 1927, and the company did not rebuild, but sold its site to Will W. Wilson.

Huntertown, Ind.—The new elvtr. of the Huntertown Grain Co. is now completed and ready to operate. Some of the excellent features of this plant are the entire use of anti-friction bearings thruout the plant and all of the equipment. Fully enclosed motors and metal dust collectors are on outside of elvtr., doing away with the usual dust houses.

IOWA

Belmond, Ia.—T. B. Champlin is now mgr. of the Hynes Elvtr. Co.

Missouri Valley, Ia.—The Valley Mills is installing a feed grinder.

Winfield, Ia.—A. L. Thomas is now mgr. of the Farmers Elvtr. Co.

LeMars, Ia.—H. R. Schultz is the new mgr. of the Farmers Elvtr. Co.

Morning Sun, Ia.—W. C. Boyle has been re-elected mgr. of the Farmers Elvtr. Co.

Aredale, Ia.—The Farmers Elvtr. Co. voted to install a feed grinder at its annual meeting.

Boone, Ia.—Roy Bennet was re-elected mgr. of the Farmers Elvtr. & Livestock Co. recently.

Eldora, Ia.—L. R. Bates has been retained as mgr. of the Farmers Elvtr. Co. for another year.

Luray, Ia.—Mail addressed to the Luray Co-op. Elvtr. Co. has been returned marked “Out of business.”

Churdan, Ia.—G. W. Ruth has been reappointed mgr. of the Farmers Co-op. Elvtr. Co., and Henry Trimmer, ass't.

Kirkman, Ia.—Mail addressed to the Farmers Grain & Mercantile Co. has been returned marked “Out of business.”

Marathon, Ia.—J. F. Campbell, who has been mgr. of the Farmers Grain Co. for a number of years, was recently re-elected.

Davenport, Ia.—We are moving our warehouse facilities to a new location and installing a new clipper cleaner.—Bruns Seed Co.

Chapin, Ia.—Henry Boyanga has been retained as mgr. of the Farmers Elvtr. Co. for another year, with Karl Kaus as ass't.

Colo, Ia.—Affairs of H. C. Lounsberry, former grain dealer, now in the hands of Leland Bates, assignee, are being settled in the courts.

Jessup, Ia.—C. E. Hood, who has been sec'y-mgr. of the Farmers Grain & Stock Co. for five years, was re-elected at the annual meeting.

La Mote, Ia.—Nicholas Flammang has installed a 20-in. ball-bearing, double-belt drive, Munson Attrition Mill in his feed mill plant here.

Low Moor, Ia.—We expect to build three or five thousand bus. capacity in storage bins next spring to add to our present facilities.—Harry Eaton.

Martelle, Ia.—C. K. Gordon of North Liberty is now mgr. of the Farmers Elvtr. Co., succeeding A. H. Armstrong who has moved to Kenwood Park.

Pomeroy, Ia.—Mail addressed to F. S. Gehlke, former mgr. of the elvtr. of Davis Bros. & Potter, has been returned marked "Moved; left no address."

Bedford, Ia.—Bruce Monahan, former mgr. of the Farmers Union Elvtr. Co., has announced his candidacy for nomination as clerk of the courts of this county.

Titonka, Ia.—The elvtr. of the Farmers Elvtr. Co. was entered recently, the grain spouts opened and a quantity of oats and corn allowed to run into the basement.

Martin (McCausland p. o.), Ia.—We hope to replace our gasoline engine with a motor as soon as agricultural conditions will warrant the expenditure.—Sheridan Bros.

Dunbar, Ia.—We put new cement piers under our old 25,000-bu. elvtr. last fall. Now we are just completing covering it with corrugated iron.—H. M. Weitzell, Dunbar Elvtr. Co.

Midland (Rock Rapids p. o.), Ia.—Henry Freyborg, local mgr. of the Quaker Oats Co. for the past nine years, was married Jan. 9 to Miss Flora A. Wibbens of Rushmore, Minn.

Hedrick, Ia.—The old flour mill property here has been purchased by Cedar Rapids parties who have begun work to fully equip it with Munson mill machinery for a model feed mlg. plant.

Cleghorn, Ia.—The Farmers Elvtr. Co. has changed its name to the Farmers Co-op. Co. L. B. Darling is the new mgr., succeeding S. H. Lassen. Feed grinding equipment has been installed.

Zaneta (Dike p. o.), Ia.—The Piper Grain & Mlg. Co. of Cedar Rapids has bot the local elvtr. and lumber yard formerly owned by the Independent Grain & Lumber Co. H. H. Poulter will continue as mgr.

Des Moines, Ia.—A. L. Goetzmann of Kansas City will be the mgr. of the Inland Mlg. Co.'s plant, which was formerly operated by the Red Crown Mlg. Co. The officers of the Inland Mlg. Co. are Vernon L. Clark, pres.; J. W. Hubbell, vice-pres.; Clyde E. Benton, treas., and Doliver Kent, sec'y.

Ames, Ia.—A grain storage plant will be built soon at Iowa State College. The corn cribs will have a capacity of 20,000 bus. A rectangular building will house the small grain bins and will be equipped with the newest type elvtrs. There will be a special hopper for unloading cars and a dump scale in the thru driveway.

Orange City, Ia.—The Farmers Mutual Co-op. Ass'n has acquired the old Jelderhuis elvtr. and is using it in the conduct of its grain, feed, coal and livestock business. It has recently completed building new coal sheds and a feed mill house which has been fitted with the feed grinding equipment from its old plant. The Farmers' elvtr. burned in September.

Cylinder, Ia.—We installed a grain cleaner late last August and discovered it paid for itself in cleaning two cars of barley. We are compelled to buy oats on a very close margin, but have learned that with the aid of the cleaner we have been favored with good profits on our purchases. We are convinced that it pays to install a cleaner.—J. J. Brakke, mgr., Farmers Elvtr. Co.

Ashton, Ia.—We just completed replacing our gasoline engine power with a 7½-h.p. Fairbanks-Morse Self-Ventilating, Inclosed Motor. A system of chain drives and clutches enables us to use it in operating all three legs of the plant. At the same time we installed 5 SKF Ball Bearings on the shafting in the head. The old engine is being retained in its original position so that it can be put back into use should accident cut off the electric power.—A. F. Umhoefer, mgr., Farmers Elvtr. Co.

Grundy Center, Ia.—The Central Iowa Grain Dealers held a dance the evening of Feb. 2. It was well attended and after dancing the crowd was served with a light lunch at a nearby cafe. J. Clyde Smith, the local grain dealer, had charge of all details. Among those attending were Messrs. and Mesdames D. J. Peters and Fred Potter of Wellsburg, A. M. Vorhes of Iowa Falls, A. E. Froning of Dike, and A. G. Torkelson of Fort Dodge. Mr. Brooks of the Western Grain Dealers Ass'n of Des Moines was also a guest.—A. T.

Hamburg, Ia.—The elvtr. of F. J. Sullivan was damaged by fire believed to have been of incendiary origin on Jan. 27. A rat terrier that was accustomed to destroying rodents at the elvtr., awakened the family of his owner who lived nearby and probably saved the plant from complete destruction. Mr. Sullivan is offering a reward of \$1,000 for the arrest and conviction of the party or parties that set the fire. The loss is estimated at \$3,000. This elvtr was built a year ago to replace a fire loss.

Sioux City, Ia.—The Grain Exchange and allied interests will move from their present quarters in the Grain Exchange Bldg. to the sixth floor of the Warnock Bldg. on April 1. About \$25,000 will be spent by owners of the latter building in remodeling, and a three-year lease has been taken by the Grain Exchange. The following will also move to the Warnock Bldg.: Terminal Grain Corporation, H. S. Neviller, Nelson Grain Co., Eales-Prescott Co., International Mlg. Co., Independent Grain Co., Flanley Grain Co., Fleischmann Malting Co., Lamson Bros. Co., Western Terminal Elvtr. Co., J. J. Mullaney, Rumsey & Co., James E. Bennett & Co.

Des Moines, Ia.—Melborn McFarlin, aged 79, died Jan. 29. Mr. McFarlin had been engaged in the grain business in the middle west since 1874. He first established an elvtr. in Mt. Pulaski, Ill., and later came to Des Moines where he joined the firm of Bowen & Regur. After leaving the above firm he established a number of elvtrs. on the C. M. & St. P. Railroad when it was built north of Des Moines. The elvtrs. were later sold to the Armour Grain Co. Together with a number of local grain men, including L. Mott, Col. C. F. McCarthy, B. A. Lockwood and Messrs. Hancock and Hodson, he organized the Des Moines Elvtr. Co. Later he took over the Central Iowa Grain Co., then owned by Ben Lockwood, which he operated until five years ago when he retired and devoted his interests to various canning companies thruout Iowa. His wife, Mary McFarlin, is the only near relative surviving him.

KANSAS

Topeka, Kan.—Geo. Shane, sales mgr. of the Topeka Flour Mills Co., died Feb. 3.

Salina, Kan.—C. E. Davis has resigned as mgr. of the office of the John Hayes Grain Co.

Kirwin, Kan.—Fire of unknown origin destroyed the office building of C. M. Alspach on Jan. 30.

Great Bend, Kan.—The Barton County Flour Mills has installed new equipment in its plant which includes an elvtr.

Ulysses, Kan.—We have decided not to build an elvtr. We did plan to build at Kendall.—Dan C. Sullivan, Ulysses Grain Co.

Garden Plain, Kan.—The Farmers Elvtr. Co. was closed recently on account of a reported shortage of several thousand dollars.

Whiting, Kan.—W. M. Hedge, pioneer grain dealer, died Jan. 27. He is survived by his widow, two sons and two daughters.—P.

Wichita, Kan.—A co-op. office of the Bureau of Foreign and Domestic Commerce of the Department of Commerce is to be established here.

Belpre, Kan.—We expect to move to Kinsley with our mill shortly. We have a capacity of 18,000 bus.—H. M. Simpson, mgr., Belpre Mill & Elvtr. Co.

Independence, Kan.—The Bowen Flour Mills Co. has completed its reinforced concrete building for a feed mill unit. Machinery installation will be started soon.

Hardtner, Kan.—B. A. Parsons, former mgr. of the Hardtner Grain Co., is now mgr. of the Southwestern Elvtr. Co., taking the place of C. W. Lewis who resigned after 17 years' service. Mr. Lewis will devote most of his time to a large ranch which he owns.

Hutchinson, Kan.—J. E. Davis, mgr. of the grain department of the Alva Roller Mills of Alva, Okla., is temporarily taking the place of his brother, Hal Davis, mgr. of the Kansas Grain Co., who is on his honeymoon. The latter was married in Wichita recently.

Mulvane, Kan.—Harold Heartshorn will succeed J. R. Haley as mgr. of the Mulvane Co-op. Union. Mr. Heartshorn has been managing the Farmers Co-op. Co. at Corbin for the past two years. Mr. Haley resigned to become active in the management of a casket company at Muskogee, Okla.

Moline, Kan.—The Farmers Mill & Supply Co. considered plans and costs of a new elvtr. to take the place of the one destroyed by fire, at a recent stockholders' meeting.

Coffeyville, Kan.—G. W. Ragon, the father of A. T. Ragon, general mgr. of the Rea-Patterson Mlg. Co., died recently at his home in Upper Sandusky, O., at the age of 86. Years ago he was in the grain business in this state.

Richland, Kan.—The elvtr. of the Farmers Exchange burned recently with a loss of \$7,000. The insurance had been cancelled a few days before so the loss is complete. The house contained about 400 bus. each of corn and wheat.

Olathe, Kan.—John M. Hadley was elected pres. of the Hadley Mlg. Co. recently, succeeding his father, the late Herbert S. Hadley. J. H. Bailey, who has been general mgr. of the company, continues in the same capacity. This plant includes an elvtr.

The following have applied for membership in the Kansas Grain Dealers Ass'n: Noah Edelman, Berwick, Kan.; Farmers Grain & Supply Co., Mercier, Kan.; C. E. Wyman, Morrowville, Kan.; D. L. Anderson, Vermillion, Kan.; Farmers Co-op. Co., Virginia, Neb.; A. L. Burroughs, Rockford, Neb.; Paul Aude, Gladstone, Neb.; Harbine Equity Exchange, Harbine, Neb.; Hebron Grain Co., Hebron, Neb.; Home Grain Co., Ruskin, Neb.—E. J. Smiley, sec'y.

KENTUCKY

Franklin, Ky.—The Farmers Elvtr. Co. intends to install a feed mill.

Mayfield, Ky.—The mill roof and corn crib of the Mayfield Mlg. Co. were slightly damaged by windstorm on Jan. 24.

LOUISIANA

New Orleans, La.—The Board of Trade building was recently remodeled at a cost of \$40,000.

New Orleans, La.—Martin M. Dickinson, formerly prominent in the grain brokerage business, died recently in his 92nd year. He retired from active business about 10 years ago because of poor health.

MARYLAND

Hagerstown, Md.—The loss to the plant of D. A. Stickel, which burned in December, amounted to \$100,000. There was 35,000 bus. of wheat in the elvtr. The plant will be rebuilt.

Baltimore, Md.—Old officers of the Chamber of Commerce were re-elected at the reorganization meeting. They are: Henry M. Warfield, pres.; Adelbert W. Mears, vice-pres.; Jas. B. Hessong, sec'y-treas.

MICHIGAN

Coldwater, Mich.—The Davis Coal & Feed Co. has installed a feed grinder.

Hart, Mich.—The Hart Co-op. Co. has installed a feed grinder, corn sheller and cob crusher.

Saginaw, Mich.—The Michigan Bean Jobbers Ass'n held its midwinter meeting here Feb. 8 and 9.

Lennon, Mich.—The Lennon Elvtr. Co. incorporated; to deal in grain, builders' supplies and farm produce; capital stock, \$40,000.

Almont, Mich.—H. A. McCormick will manage the elvtr. which Bishop, McCormick & Bishop recently bot of the Almont Elvtr. Co.

Port Huron, Mich.—The Eastern Michigan Bean Ass'n will hold a special meeting Feb. 29, members gathering for dinner and a program afterward.

Tecumseh, Mich.—About forty grain men of this locality were guests of the Hayden Mlg. Co. at a dinner and meeting the evening of Jan. 27. Sam Rice of Metamora gave a short talk on present conditions in the grain trade.

MINNESOTA

Cosmos, Minn.—Bunyan & Evans have completed their new elvtr.

Wabasha, Minn.—James G. Lawrence, pres. of the Wabasha Roller Mill Co., which operates an elvtr., died Feb. 7 at the age of 91 years.

Welcome, Minn.—Wm. Kopechka & Son have bot the elvtr. and feed mill of Herman Grimme.

Clarks Grove, Minn.—Andrew B. Sorenson has bot the elvtr. and feed mill of the Speltz Grain & Coal Co. He will operate the plant.

Newfolds, Minn.—Alfred Johnson has bot the elvtr. of the Hanson & Barzen Co., trading in a 280-acre farm. The plant has not been operated for the past year, but the new owner will reopen it.

Duluth, Minn.—The following were elected directors at the annual meeting of the Grain Commission Merchants Ass'n: T. F. McCarthy, Carlisle Hastings, B. C. McCabe, G. E. Peterson, and F. W. Falk. They re-elected T. F. McCarthy, pres., and Carlisle Hastings, vice-pres.

MINNEAPOLIS LETTER.

The Johnson-Olson Grain Co. is now manufacturing alfalfa meal.

Frank Jaffray, formerly with the Union Terminal Elvtr. Co., is now with the Marfield Grain Co.

The annual meeting of the Farmers Grain Dealers Ass'n of Minnesota will be held at West Hotel, Feb. 21-23.

MISSOURI

Fayette, Mo.—Rowland Ricketts was recently re-elected mgr. of the Fayette Co-op. Mill & Elvtr. Co.

Jefferson City, Mo.—Jos. H. Dulle, sec'y of the Dulle Mlg. Co., which has an elvtr., has been ill for some time.—P.

Tipton, Mo.—Claude Ferguson, mgr. of the Farmers Elvtr. Co. at Bunceon, has been elected mgr. of the local Farmers Elvtr. Co. to succeed Homer Scott.—P.

Stewartsville, Mo.—The Osborn Elvtr. Co. of Osborn, which recently bot the feed business of Pickett & Pickett, will operate it as the Stewartsville Grain Co. Arla Fidler will be mgr.

Elsberry, Mo.—The Hannibal Mlg. Co. has transferred its elvtr. to the Farmers Co-op. Elvtr. Co. for a period of three years, with the privilege of extending it to five years. The merger becomes effective Feb. 15. The Farmers Co-op. Elvtr. Co. will operate both elvtrs.—B.

Clinton, Mo.—The plant of the Clinton Grain & Elvtr. Co. burned Jan. 23, about 4 o'clock p. m. The blaze started in the top of the two towers and had gained such headway when discovered that nothing could be done. The loss was partially covered by insurance. The company intends to rebuild the elvtr. this spring.

Canton, Mo.—A final audit of the books of the Canton Elvtr. Co. has disclosed that R. L. Begley of Palmyra, mgr., who disappeared Jan. 15, is short \$3,900 in his accounts. Phil S. Herr of Quincy, head of the Herr Grain Co., with whom Begley was formerly employed, says Begley extracted from the Bank of Palmyra for his own use about \$2,000. The last heard from Begley was Jan. 11 when he telephoned the company here and stated he was stuck in the mud west of La Grange but would be in Canton that evening. It is believed his shortages with both companies will be about \$6,000.—P.

KANSAS CITY LETTER.

A. L. Goetzmann has resigned as mgr. of the Zenith Mlg. Co. to become mgr. of the Inland Mlg. Co. at Des Moines, Ia.

The mill of the Kansas Flour Mills Corporation was shut down for 30 minutes recently when an airplane hit a pole carrying power transmission wires and breaking the wires.

The Alton grain elvtr. in the East Bottoms will be enlarged from the present capacity of 275,000 bus. to about 550,000 bus. The work will be completed in time for the new wheat crop. The elvtr. is owned by the Chicago & Alton Railroad and operated by Wolcott & Lincoln, Inc.

ST. LOUIS LETTER.

Ralph M. Guenther has applied for membership in the Merchants Exchange on transfer of certificate from C. J. Phillips.

New members of the Merchants Exchange are Everett W. Davis, Fort Dodge, Ia.; C. F. Smith; E. W. Taylor, Omaha, Neb.; Geo. A. Kublin. Memberships transferred: J. C. Dougherty, Frank L. Carey, Edw. F. Fay and H. W. Daub.

W. T. Brooking was elected pres. of the Grain Club at the annual election.

A flat charge of 35c a car will hereafter be assessed for a physical condition report on all cars of grain arriving at inbound inspection tracks within the switching limits of St. Louis and East St. Louis or at industries where weighing service is furnished.

The Brooklyn Street Elvtr., which the Plant Flour Mills Co. recently acquired, has been made regular under the rules of the Merchants Exchange. All grain certificates issued for the elvtr. when under the management of the Powell & O'Rourke Grain Co., former operator of the elvtr., continue regular for six months.

MONTANA

Joliet, Mont.—An overheated stove pipe was the cause of a small loss to the plant of the Occident Elvtr. Co. recently.

Bozeman, Mont.—The office building of J. R. Swift was slightly damaged by fire recently. The blaze originated from a defective chimney.

Dover, Mont.—The plant of the Rocky Mountain Elvtr. Co. was totally destroyed by fire Jan. 30. Loss, \$6,000 on the elvtr. and 30,000 bus. of wheat, 75% insured.

NEBRASKA

Bennet, Neb.—I have taken over the elvtr. of F. N. Saum & Son on the Saum place.—L. E. Vining.

Cedar Creek, Neb.—W. J. Schneider was elected mgr. at the annual meeting of the Cedar Creek Farmers Elvtr. Co.

Greenwood, Neb.—The Peters Grain Co. is installing a Kewanee Truck Dump. The Birchard Construction Co. is doing the work.

Smithfield, Neb.—The tile elvtr. of the Smithfield Equity Exchange burned recently. It is reported the company expects to rebuild.

Sumner, Neb.—The Scudder Grain Co. has just purchased thru I. J. Herring a Kewanee Truck Lift and Motor, having him install it.

Valentine, Neb.—On Jan. 1 the firm McCormick & Roosa dissolved partnership. The plant is now known as the Roosa Elvtr.—B. A. Roosa, owner.

Auburn, Neb.—M. J. Clarke has been retained as mgr. of the Farmers Union Elvtr. Co. for another year. Mrs. Clarke will continue as bookkeeper.

Gering, Neb.—It was erroneously reported in the last issue that there was a new mgr. at the Lexington Mill & Elvtr. Co. Arthur Nielsen is mgr. and no change has been made.

Howe, Neb.—I have leased the elvtr. owned by C. G. Wheeler and am now operating it. The owner recently installed an electric truck dump and Fairbanks Truck Scales.—E. A. Rhodes.

Washington, Neb.—James Middleton, who has been in charge of the elvtr. of the Nye-Jenks Grain Co., has been transferred to Woolstock, Ia. Mr. Worth of Schuyler will take charge of the local elvtr.

Fremont, Neb.—Wm. T. Fried, veteran grain dealer of Beemer, has bot the elvtr. and lumber business of the Nye-Jenks Co. He will dispose of his interests at Beemer and take over the management of the newly purchased plant.

Crofton, Neb.—The plant of the Farmers Elvtr. Co., which was sold to satisfy a mortgage held by the First National Bank, was bid in by the bank for \$2,200. This elvtr. has a capacity of 40,000 bus. F. L. Benker formerly leased it.

Albion, Neb.—The elvtr. of the Albion Elvtr. & Lumber Co., successor of the Albion Elvtr. Co., which has been closed for some time during negotiations for the sale of the business, is now open with Herman Hanneman in charge. Mr. Hanneman was mgr. of the old company for years.

Wyoming, Neb.—This company bot the Bartling Grain Co.'s elvtr. It will be run in connection with our elvtrs. at Elberon and Nebraska City. All will be managed by the present mgr., M. L. Crandell, from the Nebraska City office and all mail should be sent there.—Farmers Elvtr. Co.

Syracuse, Neb.—The stockholders of the Farmers Elvtr. Co. recently decided to turn over the entire property to the board of directors who are to assume all the liabilities and take over the elvtr. and property of the company and reorganize the business. Fred Mueller, who recently became mgr., will be retained.

NEW ENGLAND

Woburn, Mass.—The plant of the Jaquith Grain Mill burned recently. The fire is believed to have been of incendiary origin. The loss is estimated at \$10,000. This is the fifth fire the company has had in two years. The new building just destroyed was believed to have been fireproof and had been in operation only about a month.—S.

Boston, Mass.—Julius H. Barnes, head of the Ames Barnes Corporation, New York, has been secured by the Grain & Flour Exchange as the principal speaker at the annual banquet at the Hotel Statler, Feb. 7. Mr. Barnes is ex-pres. of the U. S. Grain Corporation, and during the war was appointed by Pres. Wilson as U. S. Wheat Director.

NEW YORK

North Clymer, N. Y.—C. T. Legter's feed mill burned recently.

New York, N. Y.—James H. O'Neal and Harold L. Bache have applied for membership in the Produce Exchange.

New York, N. Y.—Regular memberships on the Produce Exchange sold at \$6.800 to \$7,100 this week, and associates at from \$4,300 to \$4,500.

Buffalo, N. Y.—The International Milling Co. has let the contract for the foundation for a million bushels additional reinforced concrete storage tanks to its elvtr.

New York, N. Y.—The following have applied for membership in the Produce Exchange: Chas. H. Fresch, Ferdinand Richter, Hartford, Conn.; Roscoe C. Ingalls and John L. Ferguson.

Waterloo, N. Y.—Geo. Brisbin has been appointed trustee in the bankruptcy of Pratz, Kime & Pratz, whose recent failure involved liabilities of \$80,000. Mr. Brisbin will continue operation of the business.

Buffalo, N. Y.—Thos. M. Ryan, aged 90 years, died Feb. 2. Mr. Ryan founded the Ryan Elvtr. in Black Rock, N. Y., and later owned and operated the Bennett and Richmond elvtrs. in Buffalo. He was general supt. of the Erie Canal Elvtrs. for a number of years. One of his sons, Chas. C. Ryan, is general supt. of the New York State Elvtr.

NORTH DAKOTA

Barney, N. D.—Peter & Neeb have installed a feed mill at their elvtr.

Hurdsville, N. D.—The Hurdsville Co-op. Elvtr. Co. recently installed new elvtr. drives.

Bismarck, N. D.—The Farmers Grain Dealers Ass'n of North America will hold its annual convention at the Grand Pacific Hotel, Feb. 28-29 and Mar. 1.

OHIO

Kirkwood, O.—The Kirkwood Grain Co. has installed a Sidney Power Feeder for its hammer mill.

Toledo, O.—The annual convention of the Farmers Grain Dealers Ass'n will be held here Feb. 21-22.

Conover, O.—J. L. Frantz has succeeded Mr. Durr as mgr. of the Farmers Elvtr. Co.—E. T. Custerbender.

Mount Vernon, O.—The Northwestern Elvtr. & Mill Co. has installed a feed grinding plant at its local elvtr.

Sidney, O.—The Ginn Grain Co. is installing a Bauer 22-in. Motor Driven Attrition Mill sold by the J. M. Bell Co.

East Liberty, O.—Harvey & Moffitt are installing combined cleaner furnished by the Sidney Grain Machinery Co.

Troy, O.—Geo. Williams was retained as mgr. of the Troy Grain & Supply Co. at a recent meeting of the board of directors.

Arcadia, O.—The Arcadia Elvtr. Co. has filed a voluntary petition in bankruptcy, listing liabilities of \$35,369.08 and assets of \$20,927.68. Included in the assets is \$4,760.06 on open accounts.

London, O.—Since the death of John B. Van Wagener on Dec. 6, 1927, the grain business has been in charge of the executor, R. K. Shaw, who expects to operate it for an indefinite time.—R. K. Shaw.

Minster, O.—The Minster Mfg. Co. is installing Bauer Direct Connected Hammer Mill with a 0-h.p. motor. It was bot of the J. M. Bell Co.

Lockbourne, O.—The elvtr. of the Meyers Grain Co. has been completed, taking the place of the one which was burned last August. It has a capacity of 25,000 bus.

Williamstown, O.—C. B. Hammond, who recently resigned as mgr. of the Farmers Elvtr. Co. at Mt. Blanchard, has bot the plant of the Williamstown Elvtr. Co. He will move here and operate the business.

Gutman (St. Johns p. o.), O.—The Ohio Seed Co. of Wapakoneta has bot the site and salvaged machinery of the Gutman Grain Co., whose elvtr. burned last spring. Work will start soon in the building of a new elvtr. The Gutman company will not rebuild.

Lima, O.—The Ohio Grain Dealers Ass'n will hold its 49th annual convention at the Elks Temple, June 19 and 20, with headquarters at the Argonne Hotel. A banquet on the night of June 19 will be one of the features with some of the best speakers in the grain trade being scheduled on important subjects.—W. W. Cummings, sec'y.

Ohio City, O.—The plant of the Krugh Grain Co. burned about 10 o'clock the evening of Jan. '6. The blaze started near the roof and the upper part of the building collapsed less than an hour after the fire was discovered. Between 5,000 and 10,000 bus. of grain was destroyed. Local authorities advance defective wiring as the cause. The loss is estimated at \$25,000. It was partially insured.

OKLAHOMA

Frederick, Okla.—The Northwestern Elvtr. Co. has installed a feed mill.

Weatherford, Okla.—The Dorsey Grain Co. has installed a new electric motor.

Broken Arrow, Okla.—The O. K. Seed & Feed Store installed a feed mill recently.

Enid, Okla.—The Enid Mfg. Co. is installing a corn mill in its plant with a capacity of about 500 bbls.

Foraker, Okla.—Mail addressed to the Farmers Grain & Elvtr. Co. has been returned marked "Unknown."

Butler, Okla.—The old elvtr. of the Zobisch Grain Co. burned Jan. 27. The new elvtr. was damaged to some extent.

Forgan, Okla.—Mail addressed to the Agt., Oklahoma City Mill & Elvtr. Co., has been returned marked "Not in business here."

Enid, Okla.—It is reported that the Pillsbury Flour Mills Co. of Minneapolis will select a site here for the erection of a mill and elvtr.

Alva, Okla.—The stockholders of the Farmers Co-op. Ass'n recently voted to buy the holdings of the Ashley Elvtr. at Ashley (Ingersoll p. o.).

Oklahoma City, Okla.—The writer is no longer connected with the Mid-State Grain Co., but is mgr. of the Oklahoma Terminal Elvtr. Co., Inc. Our elvtr. is located at Purcell, Okla., on the Santa Fe, about 32 miles south of here.—F. G. Olson.

Kingfisher, Okla.—The Pillsbury Flour Mills Co. withdrew its bid on the plant of the Oklahoma Mill Co. because of obstacles in connection with the title. The company had deposited \$5,000 to bind the contract for the purchase of the local plant, which was subject to conditions that were not met.

OREGON

Elgin, Ore.—The Elgin Grain & Storage Co. has installed a grain roller and grinder.

Portland, Ore.—The Overbeck Cooke Co., wire brokerage company and correspondent of Logan & Bryan of Chicago and New York, suspended operations recently. This company is the oldest wire brokerage house in Portland.

Portland, Ore.—S. A. McLean, who has been operating the Willamette Valley Grain Co., has sold his interest in the company and has left for Europe. Mr. McLean is interested in the new grain company which will operate at Longview, Wash., upon completion of the new elvtr. at that place. He is going to Europe to establish connections for this company and expects to return about April 15.

Portland, Ore.—The O. W. R. & N. Railway, the Northwestern Dock & Elvtr. Co., and Strauss & Co., Inc., filed suit recently against the British steamer City of Osaka which crashed into the Northwestern dock. The amount asked is \$75,000, represented by \$25,000 for each concern. The railroad company, owner of the property, has asked the amount for damages sustained to its property; the dock and elvtr. company wants damages charging that the damage to the machinery of the plant temporarily suspended operations; Straus & Co. also want \$25,000, of which \$5,000 is for damages to the elvtr., \$10,000 for being unable to deliver grain to the elvtr., and \$10,000 for being unable to use the docks.

PENNSYLVANIA

Millersburg, Pa.—Geo. Weaver of the Millersburg Mfg. Co. was awarded the community service cup given by James W. Barker, a grain commission merchant, for treating the largest number of bus. of seed wheat for stinking smut in his community. He treated 8,300 bus.

Calcium, Pa.—Lloyd A. Miller, aged 42 years, a grain and feed merchant, was killed in an automobile accident near Wilmington, Del., recently. He and some friends were on their way home from a duck hunting trip in Virginia when the car in which they were riding crashed into a motor truck trailer.

Philadelphia, Pa.—Hubert J. Horan was recently re-elected pres. of the Commercial Exchange. Other officers elected were: Geo. M. Richardson, vice-pres.; Samuel L. McKnight, treas.; Albert L. Hood, Stewart Unkles, Filson Graff, C. Herbert Bell, Philip R. Markley and Roy L. Miller, directors.

Kutztown, Pa.—Geo. W. Manderbach has been appointed receiver in the equity proceedings of the Kutztown National Bank against the Heffner-Dietrich Co., grain and feed dealers. The bank claims that it is a creditor of the company for about \$33,000, and that the total indebtedness was \$50,000.

SOUTH DAKOTA

Emery, S. D.—Edwartz & Wentz are installing a Diamond Huller Attrition Mill.

Broadland, S. D.—The Broadland Equity Exchange is installing a 24-inch Diamond Huller Attrition Mill powered by two 25-h.p. totally inclosed self-ventilating General Electric Motors, a Kenyon Corn Crusher, a cylinder corn sheller. An iron-clad building 39 ft. high and 14x18 ft., fitted with a concrete drive is being built by Appleseth Bros. to accommodate the equipment. It is fitted with 3 grain bins and 2 feed bins.

TENNESSEE

Nashville, Tenn.—John A. Green, formerly prominent in the local grain trade, died recently in Memphis.

Memphis, Tenn.—The Merchants Exchange has again started its daily call board for grain, hay and feeds. It has been suspended for some months because of dullness.

Nashville, Tenn.—Mrs. Helen C. Jones, aged 79 years, died recently at her home in Memphis. Mrs. Jones was the mother of Chas. D. Jones, for many years prominent local grain dealer and twice pres. of the Grain Dealers National Ass'n.

TEXAS

St. Francis (Panhandle p. o.), Tex.—The St. Francis Grain & Coal Co. has completed its elvtr.

Dallas, Tex.—Construction work has started on a 200,000-bu. addition to the Perry Burrus Elvtrs.

Dallas, Tex.—The Pearlstone Mill & Elvtr. Co. has started work on its 300,000-bu. addition. The work is being done by the Jones-Hettelsater Construction Co.

Fort Worth, Tex.—W. O. Brackett, formerly with the Frisco Elvtrs. at Kansas City, is now at the head of the Exchange Commission Co., a newly organized firm.

Waxahachie, Tex.—E. S. Clayton has been made mgr. of the local branch of the Fant Mfg. Co., to succeed Pat H. Wilson.

Houston, Tex.—The net profit of the municipal grain elvtr., according to the December report, was \$1,833.44. The gross earnings of the elvtr. were \$7,573.35.

Sherman, Tex.—The firm of Smith & Robinson, grain dealers at Sherman, Gunter and Celina, has been dissolved. G. F. Smith has bot the half interest of his partner, W. A. Robinson, and in the future will have complete charge of the business.

Amarillo, Tex.—The Amarillo Grain Exchange was incorporated recently with 20 charter members. U. S. Strader was elected pres.; F. G. Barfield, vice-pres.; J. N. Beasley, sec'y-treas. In addition to the grain inspection department, which has been carried on by the unincorporated grain organization for the last four years, the new exchange will have a full leased wire report from Chicago and will carry in addition to quotations a report from all the principal grain markets on receipts and shipments.

Dallas, Tex.—James E. Bennett & Co. of Chicago and New York have just established their first branch office at Dallas, altho for some time a number of correspondent connections have been maintained in Texas, and at Dallas wire connections are with C. H. Thomas & Co. and A. F. Felder & Co. The branch office at Dallas is in charge of H. G. Thomas and is intended primarily as what is known as a relay office for the distribution of quotations and market information to other points in Texas, altho all the facilities for general transaction of business will be maintained as well.

WASHINGTON

Wilbur, Wash.—Walter Daniels has succeeded Louis Stairrett as mgr. of the Grain Growers Warehouse Co.

Spokane, Wash.—New machinery costing \$25,000 will be installed at the local plant of the Sperry Flour Co.

Govan, Wash.—The Almira Farmers Warehouse Co. recently decided to build a permanent warehouse, thereby increasing the capacity of the structure built last fall after the old building was destroyed by fire.

[Continued on page 195.]

Randolph Grain Driers
DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES
THIS DISTINGUISHES THE BEST FROM THE REST

THE Randolph Direct Heat Grain Drier is the most efficient device that has ever been devised for conditioning grain.

Built to fit the needs of the largest terminal or the smallest country elevator, flour or feed mill, priced to correspond.

It not only dries grain at less cost than any other drier, but the direct heat system removes odor and sweetens the poor grain.

Now is the time to plan for drying next new crop.

Write us, giving your requirements and let us quote prices and terms.

O. W. Randolph Co.
Toledo, Ohio

Patents Granted

1,658,775. Apparatus for Drying Grain as Threshed. Thos. D. Campbell, Hardin, Mont. The grain separator has means for elevating the separated grain, with a drier mounted on the separator, means for rotating parts of the drier, the elevating means having means for delivering the grain to drier, a heater for drier, means for regulating the heat of heating means and means for cleaning the grain as it is fed from the drier.

1,658,442. Grain Door. Wm. W. Jackson, Oakdale, La. The door is combined with a double-flanged overhead track having a portion disposed over each door and from thence curved toward and terminating at the center of the car ends, a hanger having a bifurcated upper end, rollers journaled therein and disposed on flanges of the tracks, means swingably connecting each hanger to each door, and means for holding the doors raised on the hangers.

1,657,646. Recleaning Sieve. Severin N. Sorenson, St. Paul, Minn. In combination with a vibratory shoe are upper and lower recleaning screens carried by the shoe, the upper of said screens being of a coarser mesh than the lower of the screens, and sieve-cleaning devices applied both to the upper and lower surfaces of the upper and lower screens, the shoe being provided with an inclined bottom deck formed with discharge passages, one discharge passage receiving from the discharge end of lower screen and the other receiving the material passed thru lower screen.

1,655,533. Bag Filler. Fred J. Campagna, Independence, Ia. The filler comprises a hopper having a depending discharge spout in communication therewith, supporting legs for the hopper, a platform supported by the legs below the hopper, a sheath interposed between the hopper and the spout, a flat valve slidably disposed in said sheath for controlling the flow of the hopper content out through the spout, a lever operating in a horizontal plane, means for pivotally connecting the same with one of the legs, and means for pivotally connecting the lever with the valve whereby swinging movement of the lever imparts sliding movement to the valve.

1,655,422. Seed Corn Grader. Ira C. Hoffman, La Fayette, assignor to the trustees of Purdue University, La Fayette, Ind. The grader comprises the combination of a cylindrical roll having a plurality of successive sections successively less in diameter, a plate beside the roll and spaced therefrom to form a slot of varying width between the periphery of the roll and the edge of the plate; means for feeding seed above the slot and adjacent the larger end of the roll; and a movable belt having barbs or fingers projecting over the slot and whereby the seed is moved lengthwise of the roll and slot from the narrower to the wider portions of the slot.

1,658,734. Bag-Filling Machine. Lewis D. Nelson, Coldwater, Mich., assignor to Bates Valve Bag Corporation, Chicago, Ill. The machine is a combination of a horizontally disposed ejector cylinder open at the top and having a peripheral discharge, a bearing at the bottom of the cylinder, the cylinder having an annular groove therein concentric with the bearing, a rotor disposed horizontally at the bottom of the cylinder bottom and comprising a bottom plate having an annular rib on its under side coacting with the groove and rearwardly curved clearance blades at the outside of the rib, and a top plate provided with radially disposed blades, the plates having peripheral rearwardly inclined clearance passages therein.

1,658,641. Grain Car Door. Samuel G. Ilieff, Pontiac, Mich. The wall of the car at one side of the opening is provided with spaced horizontal panels, channel bars interconnecting the adjacent edges of the panels, a plurality of longitudinally slidable horizontal door sections mounted within the door opening, a rack bar longitudinally disposed on the outer face of each section and adapted for engagement within the respective channel bar between the adjacent panels of the car side wall when the particular section is moved to an open position, manually operable pinions mounted on the side of the car for cooperation with the respective rack bars for actuating the door sections, and interfitting projections and sockets formed on the adjacent

edges of the door sections whereby the sections may be actuated simultaneously as a unit.

1,657,122. Grain Elevator. Herbert Hoffmann, Renville, Minn. The elevator comprises a frame, a charging bin mounted thereon having a flanged opening, an elevator housing having a flanged opening adapted to register with the flanged opening in the bin to form a pivotal connection between the bin and housing, a shaft journaled in the housing adjacent its upper end, a second shaft journaled in the housing adjacent the lower end thereof and having its ends extending beyond the walls of the housing, power means secured to the outer end of the second shaft, a screw conveyor mounted upon the inner end of the second shaft, and extending into the bin to afford means to move material from the bin to the housing, and an endless conveyor connecting the first and second named shafts whereby to elevate the material contained in the bin.

1,658,604. Grain Cleaner. Peter S. Larson, Minneapolis, Minn., assignor of one-half to Anthony B. Sparboe, Minneapolis. The separator consists of a main gang of inclined sieves, means for delivering uncleaned grain on the upper sieve of gang, a repeat elevator adapted to receive a considerable portion of the material passing thru main gang, distributing means below the upper end of elevator adapted to deliver the repeat grain in a thin sheet, an inclined auxiliary screen disposed between distributing means and the upper sieve of main gang adapted to remove a large amount of the undesirable material from the run, and permit the heavier desirable material to pass therethru and a deck or chute disposed between auxiliary screen and the upper sieve of the gang adapted to collect the heavier material and distribute the same in a substantially even sheet at the forward end of the upper sleeve of main gang, whereby the same will assist in throwing off the lighter material from the regular run.

The U. S. Circuit Court on Jan. 10 denied the right of one, Houghton, to a patent upon a fumigant composed of hydrocyanic acid gas and an irritant warning gas, the invention having been developed by him in the course of his employment and while paid a salary in the Government service, the Public Health Service of the Treasury Dept. In 1922 he was made a member of a board of three to develop a fumigant.

July wheat is fully as active as May. Selling seems to be entirely for bears while a good many spreaders are buying it against sales of May and some bulls are buying it in preference to the May. The two latter no doubt figuring that the difference between the two months will narrow. Of course, any serious damage to the growing crop would effect the July more than the May.—J. F. Zahm & Co., Toledo, O.

Transfer Elevators in Missouri are Public Warehouses.

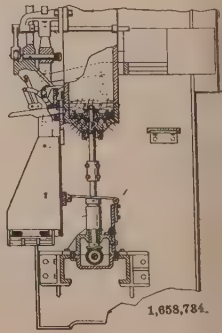
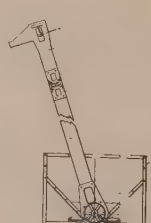
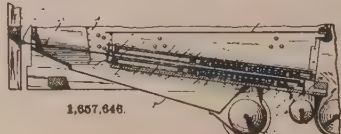
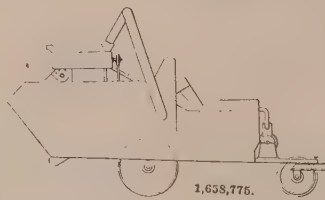
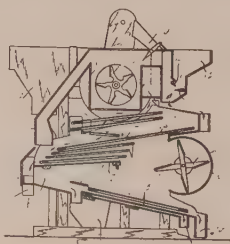
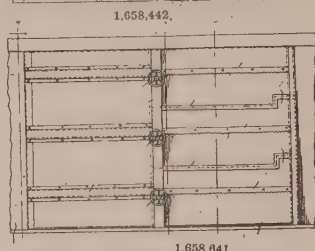
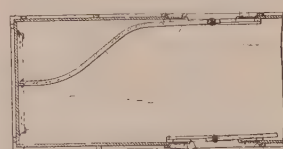
The leasing by the Staley Milling Co., Decatur, Ill., of the Wabash Elevator at Kansas City, Mo., for the storage of its own grain, except for a few rare cases where the railroad company may desire some cars transferred, led to the following opinion on the status of an elevator so used, by North T. Gentry, attorney general, at the request of Roy H. Monier, state warehouse commissioner:

Section 13450, Revised Statutes of Missouri, 1919, is the oldest section defining public warehouses. By its terms, grain elevators were excluded, but the important element of the definition was the storing of property (other than grain) for a compensation. The definition just referred to was supplemented by Section 5999, Revised Statutes of Missouri, 1919, which was enacted in 1915, and the law was further amplified in 1923 by interpolating eight sections between Sections 30450 and 30451, Revised Statutes of Missouri, 1919.

Section 5999, Revised Statutes of Missouri, 1919, defined, as public warehouses, such grain elevators as were used in "storing or transferring grain of different owners for a compensation received directly or indirectly." The 1923 Amendment does not employ the term "transferring," but does employ several additional terms equally as broad or broader than that word. It states "All warehouses . . . equipped for handling, receiving, storing, shipping or reshipping wheat or other grain and in which grain is stored for hire, are hereby declared to be public warehouses," etc.

It is important to note that the 1923 law does not specifically repeal Section 5999 nor do we believe that its terms are such as to work a repeal thereof by implication. The two sections are not inconsistent. We do not understand the significance of the term "transferring" as employed in the business of warehouseman, but we take it that no significance outside of the definition of the word "transfer" will be implied. This transitive verb is defined by Webster as "To convey from one person to another; to transport, remove or cause to pass to another place or person," etc. We are unable to see how grain can thus be transferred to or from an elevator without involving a "storage" of the grain, even though for only a short period of time. To "store" grain is to deposit it in a store, warehouse or other building for preservation (Webster). Conversely, to so deposit such grain is to store it. The time element of such storage is not essential. With these definitions in mind, it is our opinion that the transactions mentioned in your letter could not take place without involving the "storing" of the grain.

We do not overlook the fact that storage for hire is an essential element in the definition of public warehouse. The "compensation" or "hire" may be "received directly or indirectly." We assume the privilege exercised by the one party to the lease and granted by the other, was an element and a consideration in the contract of lease, which is sufficient compensation to bring it within the statute.



Supply Trade

Advertising space is an opportunity—grasp it.

Nashville, Tenn.—The Werthan Bag Co. has purchased the Morgan & Hamilton Co., and will form the Werthan-Morgan-Hamilton Co., with a \$5,000,000 capital stock.

A judgment in favor of Mente & Co., New Orleans, La., bag manufacturers, was given in local court recently for \$9,744.17 in a suit against a large Parisian firm. The suit involved shipments of 245 tons of jute bagging which the plaintiff claimed did not comply with the contract specifications.

Chicago, Ill.—At a recent meeting of the board of directors of Fairbanks, Morse & Co., it was announced that P. C. Brooks had been elected a vice-pres. During a connection of 29 years with the organization, Mr. Brooks has held many positions of responsibility and in addition to his present office he is president of E. & T. Fairbanks & Co. He is also vice-pres. of the Canadian Fairbanks-Morse Co. After being graduated from college in 1891 where he studied mechanical engineering, he was connected with a number of manufacturing organizations and in 1899 he went to the Beloit works of Fairbanks, Morse & Co., where he became assistant manager and then acting manager. From this time on his rise was marked by appointment to various positions of executive character. During the past ten years he has been actively directing the development of the scale business both in the United States and Canada. During the war the Canadian Fairbanks-Morse Co., Ltd., was the largest private producer of munitions in the British Empire. Mr. Brooks' activity in this work played an important part in keeping up other manufacturing plants for efficient and volume production of munitions at the time when the need of these was very urgent.

Office holders to the number of 600,000 are sapping the resources of the taxpayer; and of these 65,000 are spies upon business. —J. Hamilton Lewis.

The "Weber" Oil Engine.

The Weber Engine Company of Kansas City, Mo., manufacturers of the "Weber" semi-Diesel Oil Engine, announces that its line of Oil Engines will now be available for what may be termed Industrial markets, in addition to the Oil Field Industry, in which industry the "Weber" Engine has been sold almost exclusively for a great many years.

The "Weber" is a single cylinder, horizontal engine of such extreme simplicity that any man with ordinary intelligence can give it the small amount of attention required in connection with other duties. Tho "Weber" Engines are of the strictly heavy duty type of construction, their design permits of comparatively light weight, making them of particular interest to power users whose business requires an installation of a semi-permanent character.

Almost any grade of commercial fuel oil, crude oil, distillate, etc., may be used in the "Weber," and, its fuel consumption being low, it forms one of the most economical power units. Approximately thirteen h.p. hours, it is said, are obtained from a gallon of fuel oil, so that a 100 h.p. engine will only consume in the neighborhood of 75 gallons of fuel in a ten-hour day, when operated at approximately full load.

All "Weber" Engines are fully guaranteed, and are exceptionally well suited for driving Mills, Grain Elevators and other machinery of a similar nature.

Descriptive literature will be furnished by the manufacturers, upon request.

To Build Grain Elevators in Latvia.

Grain driers and elevators are to be constructed at Riga, Jelgava, Bausk, Daugapils, Liepaja, Vecauce, Stende, Saldus, Krustpili, Tukuma, Aizpute and Sigulda. A total of 300,000 lats (about \$60,000) will be granted this year for constructions in Riga, Jelgava, Bauska and Daugapils.

U. S. Consul A. W. Kliefoth of Riga, Latvia, reports that the Latvian ministries of finance and agriculture have decided to issue 3-year loans to pay for the construction.

Infringement of Door Opener Patent.

The Link-Belt Co. has brot suit in the Iowa Federal court against the Quaker Oats Co. for infringement of its patent on improved mechanism for opening grain doors.

It is alleged the defendant is using the invention in the southern district of Iowa, presumably Cedar Rapids. The inventors of the device are Elwin H. Kidder and Andrew Wallace of Chicago who transferred their rights to the Link-Belt Co.

A writ of injunction restraining the defendant from making, selling or using the device is asked by plaintiff.

Mexico.—The export duties on broad beans, fresh or dried, and on barley, have been reduced, effective Feb. 5, from 1 centavo per gross kilo to 10 centavos per 100 gross kilos on the beans, and from 1 peso per 100 gross kilos to 10 centavos per 100 gross kilos on barley.

Smile Coaxers

[Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, care Grain Dealers Journal.]

Customer Received White-Wash of Cream.

The funniest experience that I remember in my twenty-five years of grain handling occurred years ago when I was running a line elevator.

An old German friend was delivering shelled corn. He had a long-coupled, low-wheel wagon and I had an old time log drop dump. Cream had increased in price and he had brought in a 10-gallon can, very full. He had this on the spring seat.

I suggested that he hand the cream down to me and place it on the floor until we dumped the load, but he would not do this. He didn't want to waste a drop, he said, as it was difficult work getting that much cream, and he didn't want to take chances in letting me handle it.

I told him the cream might spill when I dumped the wagon, but losing his temper he told me to dump the wagon and he would look after his cream. I told him to back a little so that the wagon would dump with less jar, but he couldn't get his team back.

"Dump him, Tom, dump him," he said, pulling back on the lines. I dumped him all right. The wagon dropped hard and over came the spring seat, can of cream and my old German friend. He was underneath. It was slow work getting him out as I was laughing so much.

He was a sight. When he fell he was on the bottom and the seat came next. The cream can was held upside down so that it literally poured cream on top of my customer. Of course I hurried (?) to get him out. But what a sight! He looked like he was white-washed from head to foot. Of course I stood there crying (?). Was he mad? Well, you be the judge.—T. J. Kenny, mgr., Gibbon Elevator Co., Gibbon, Okla.

Cipher Codes

Universal Grain Code: The only complete, the most up-to-date and latest grain code published. Effects a greater reduction in tolls than any other domestic code. Code words for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages, 4½x7 inches. Price, leather bound, \$3.00; paper, \$1.50.

Robinson Telegraph Cipher Code: With all supplements, for domestic grain business. Leather bound, \$2.50; cloth, \$2.00.

Millers Telegraphic Cipher: (1917) For the milling and flour trades. 77 pages, 3½x6 inches. cloth bound. Price \$2.00.

Cross Telegraphic Cipher Code: 7th edition revised for provision and grain trades. 145 pages 4½x5½ ins. Cloth bound. Price \$2.00.

A. B. C. Improved Fifth Edition Code, with Sup.: Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. Price in English, \$20.00.

Bentley's Complete Phrase Code: Contains nearly 1,000 million code words, any two of which can be sent as one word. Thru its use a saving of 50% can be effected in cablegrams. Appendix contains decimal moneys and list of bankers. 412 pages, 8½x10½ inches. Bound in cloth, leather back and corners. \$15.00.

Baltimore Export Cable Code: Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6½x9 inches, bound in leather. Price \$15.00.

Riverside Flour Code, Improved (5 letter revision) Sixth Edition. Retaining the essential features of the 5 edition published in 1901, for use in domestic and export trade. Size 6x7 inches, 204 pages. Bound in flexible leather, \$12.50.

Calpack Code (1923) is designed to succeed and replace the codes published by the J. K. Armsby Co., and the California Fruit Canners' Ass'n in the fruit and vegetable packing industry. Size 6½x8½ ins. 850 pages, bound in keratol. Price \$10.00.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

" B—Loss in Market Value Due to Delay in Transit.

" C—Loss in Quality Due to Delay in Transit.

" D—Loss in Market Value Due to Delay in Furnishing Cars.

" E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

411-A contains 100 sets all Form A. Price, \$2.00.

411-B contains 100 sets all Form E. Price, \$2.00.

411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

Grain Dealers Journal

309 South La Salle St. Chicago, Ill.

Grain Carriers

The Great Northern has been authorized to construct an extension from Bend to Chemult, Ore.

Docket 17000 hearings will be resumed in Seattle, Wash., within the next thirty days, it is understood.

Suez Canal tolls will be reduced $\frac{1}{4}$ franc effective Apr. 1. Laden ships will pay 7 gold francs per net ton Suez Canal measurement.

The sale of 15 state barge canal terminals has been recommended by F. S. Greene, superintendent of public works, of New York.

Surplus box cars on the lines of Class 1 railroads on Jan. 15, numbered 207,980, a decrease of 21,382 cars compared with those on hand the previous week.

Atlanta, Ga.—A hearing was held here on Jan. 31, before the fourth section advisory com'te for consideration of cancelling of less than carlot rates on grain and grain products.

Nomination of Claude R. Porter of Iowa to succeed Henry Hall of Colorado as a member of the Interstate Commerce Commission has been approved by the Senate Interstate Commerce Com'te.

Buffalo, N. Y.—Roy C. Craig is the new traffic commissioner of the Buffalo Corn Exchange. He formerly was traffic commissioner of the Niagara Frontier for the Millers' Traffic Com'te.

Buffalo, N. Y.—Ice conditions in the harbor and at the mouth of the Buffalo River are unusually menacing this season, delaying movement of grain laden vessels to the elevators for unloading.

The possibilities for waterways development up and down the Mississippi River and an investigation of terminal facilities was the purpose of a recent trip by a group of Davenport interests.

Beginning Apr. 5, the Interstate Commerce Commission, on Feb. 2, announced that further hearings would be held at Chicago in rate structure investigation, No. 17000, embracing class rates.

R. C. Fulbright, chairman of the National Industrial Traffic League, testified Jan. 27, before the House Com'te on Interstate Commerce against any consolidations that would restrict railroad competition.

Philadelphia, Pa.—The first vessel to be loaded at the new export grain elevator of the Reading Co., left during the last week in January with 150,000 bus. of wheat aboard, bound for the Mediterranean ports.

St. Louis, Mo.—A new schedule providing more sailings will go into effect in March for the Mississippi-Warrior Barge Line, on the route between here and New Orleans. The new schedule calls for three sailings each way a week.

Increasing the budget of the Interstate Commerce Commission by \$81,000 and engaging 25 additional attorney examiners, is the substance of a proposal by Repr. Walter Newton, who claims the Commission is far behind in its work.

St. Louis, Mo.—Brigadier General Q. T. Ashburn, in charge of the government's inland waterways, and Ex-Congressman Cleveland A. Newton, are to address a "Deep Waterways Meeting" of the St. Louis Grain Club to be held on Feb. 16.

Eastbound grain movement thru the St. Lawrence Canals has been from 4 to 5 times that of the New York Barge Canal since 1920. The figures for 1926, show a movement of 122,698,326 bus. by way of the St. Lawrence and 28,898,759 bus. via the New York route.

Revision of rice rates from Texas and Louisiana to inland points is to be taken under advisement at a rice shippers and millers conference to be held with representatives of the railroads some time in March. It is alleged that Arkansas has a preferential rate.

Extension of barge line service to the Illinois and Missouri Rivers was favored in an announcement made Jan. 24 by Dwight F. Davis, sec'y of war, with the reservation that a careful survey of the projects be made first to learn whether there was a reasonable prospect of successful operation.

Lincoln, Neb.—A complaint against all the railroads in Nebraska was filed on Jan. 14, with the State Railway Commission by the Farmers Elvtr. Ass'n of Spencer, Neb., protesting against rates and rules in connection with the handling of feedstuff containing more than 20 per cent. of ingredients other than grain.

The California Railroad Commission granted Oakland feed and grain men a grain rate reduction, ranging from 5 to 20 cents a ton, on shipments from there to destinations to points in the San Joaquin Valley. This will permit Oakland shippers to compete with South Vallejo territory dealers for the "Valley" business.

J. D. Mummert succeeds Sydney Anderson, pres. of the Millers' National Federation, as chairman of the Grain and Grain Products com'te of the Atlantic States Shippers Advisory Board. Mr. Mummert is traffic manager of the J. W. Eshelmann Sons Co., of Lancaster, Pa. Mr. Anderson has been appointed as a member of the Executive Com'te.

New Orleans, La.—Approximately 71,000 bus. of rye will be salvaged from the total of 94,285 bus. which was aboard the Shipping Board vessel "West Ira" at the time she was damaged by fire and water on Jan. 9, according to a report from the Superintendent of the Public Grain Elevator, Board of Commissioners of the Port of New Orleans.

Increasing the capitalization of the Inland Waterways Corporation is a recent recommendation of the advisory board thereof to Sec'y of War Davis. An additional appropriation will probably be asked for the barge line. During 1927, 1,251,276 tons were transported on the Mississippi river by the line, a large percentage being wheat, while it is estimated an additional 7,000,000 tons more is available with adequate equipment.

Beaumont, Tex.—This port was placed on a par with Galveston and Houston in the matter of grain shipments by a ruling of the Interstate Commerce Commission the last of January. Kansas City Southern shipments particularly, which have been finding an outlet thru New Orleans, are expected to be diverted to this port. Shipside loading facilities are understood to be under consideration as a result of this decision.

The number of cargoes entering the Great Lakes and St. Lawrence River ports during 1927, west of Montreal, from Atlantic coastal and European points without breaking bulk, numbering 139, was an increase of 66 over the figures for the season 1926, which is accounted for by the increased movement from Canadian Atlantic ports. The total tonnage of the above cargoes in 1927, amounted to 240,890 tons, an average of about 1,800 tons per cargo.

Private initiative and energy built the rail systems in America, and thru the conduct and control of private management they have become, in a most substantial sense, the property of the people. The republic could not have grown to its present commanding position as an industrial nation had not its railway network been so developed as to spread over the entire country.—Cincinnati Enquirer.

Montreal received 194,287,310 bus. of grain during 1927. Of this amount, 91,075,573 bus. or 47.3 per cent, originated in the United States, and the major portion borne by water. The balance, 99,784,956 bushels, is Canada's share. These figures show an increase over 1926 of 54,695,145 bus. of American grain and 1,447,626 bus. of Canadian grain.

Cars loaded with grain and grain products during the week ending Jan. 21, totaled 48,787, an increase of 4,313 cars above the same week last year and 3,011 cars above the same period in 1926. In the Western districts alone, loadings of grain and grain products totaled 34,674 cars, an increase of 6,500 cars over the same week in 1927. Loadings the previous five weeks were: 48,633 cars during the week ending Jan. 14; 36,600 for Jan. 7; 35,956 for Dec. 31; 44,857 for Dec. 24; and 44,752 during the week ending Dec. 17.

Class 1 railroads in 1927, installed in service 32,210 box cars and 1,955 locomotives. On Jan. 1, 1928, 93 locomotives were on order compared to 329 the previous year. While the total number of locomotives owned on Jan. 1, 1928, amounted to 60,845, a decrease of 3,721, or 5.8 per cent, compared with Jan. 1, 1923, the average tractive power increased 4,982 pounds per locomotive or 13.2 per cent. Concurrently, the average carrying capacity per freight car on Jan. 1, 1928, was 45.7 tons compared with 43.1 tons in Jan. 1, 1923, or an increase of 6 per cent.

Cumulative loadings of grain and grain products during the first three weeks of 1928 held their own, dropping behind loadings of 1926 and 1925, but showing an increase over those of 1925 and 1924. For the past five years, these cumulative loadings totaled 134,020 in 1928; 132,594 in 1927; 143,109 in 1926; 143,535 in 1925 and 123,763 in 1924. Cumulative loadings for the first two weeks of the past five years found 1928 in fourth place from the top, 1924 being the lowest, however, loadings during the third week of 1928, have brought up the average for the year to date.

Seattle, Wash.—The Columbia Basin rate structure controversy is to be brought up at the coming hearings to be held here by the Interstate Commerce Commission either this month or next, on Docket 17000. An all-day conference of producers, shippers and port authorities held here on Jan. 18, resulted in pledging support to the Department of Public Works of the State of Washington and the Walla Walla Rate Com'te in their efforts along this line. A com'te was organized consisting of one representative from each port, Chamber of Commerce, etc., to engage counsel and support independent action if considered advisable.

The Panama Canal has earned a surplus of 43 million dollars since it was thrown open to shipping. The Canal cost 366 million dollars. The original figure of 252 millions estimated to be the cost of the St. Lawrence-Great Lakes project in 1921 has been increased to 385 millions, which is largely explained by the adoption of improved methods of developing water power of the river, tremendously increasing the amount of energy that is to be harnessed, and providing for more satisfactory winter operation of the power plants. The power plants will have to assume the increased cost. The entire amount chargeable against navigation and to be assumed finally by the governments of the two countries is between 115 and 167 million dollars.

Chicago, Ill.—Carriers proposed to cancel the equalized rates on export grain from Detroit and Lake Erie points versus Buffalo to the Atlantic ports at a hearing held here on Jan. 24, before the general com'te of the Central Freight Ass'n and Trunk Line Railroads. The present rate to Baltimore and

Norfolk is 13 cents a hundredweight on wheat from all the lower lake ports. Port Huron to Buffalo inclusive. The rate to the other Atlantic ports is made differentially higher, as well as rates on other grain, the rates being so adjusted to reflect an equalized total transportation cost to the Atlantic ports; to permit the grain to be handled through any of the lower lake ports mentioned, the transportation charge of the grain carriers by water from the upper lake ports to the lower ports being the same to all ports. If the equalization is destroyed, Detroit, Toledo and ports other than Buffalo will be compelled to go out of the market on export grain.—L. G. Macomber, traffic-transportation director of the Detroit Board of Commerce maintained.

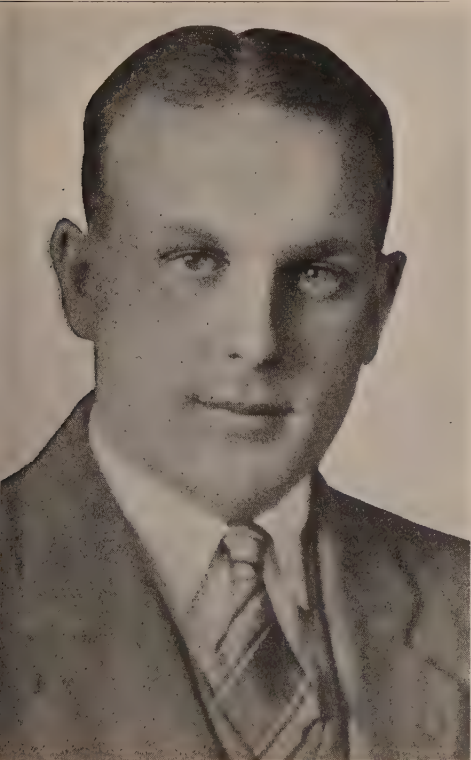
Dan Southwell, Traveling Representative.

Among the younger men in the grain business to the manor born is Dan Southwell of Buffalo, his father, Geo. D. Southwell, long having been identified with the Eastern Grain, Mill & Elevator Corporation, and his grandfather, Daniel Southwell, having owned and operated the third roller process mill built in New York.

Southwell, Jr., entered the employ of the Eastern three years ago, and has worked each year as one of its eastern representatives under his father's supervision, meantime having been graduated from the Wharton School of Finance and Commerce of the University of Pennsylvania, where he made a complete study of grain marketing.

Dan also has a practical knowledge of grain handling. He donned the overalls and worked at the Concrete Central Elevator, one of the fastest working and best equipped elevators in the world, being one of the several modern elevators owned and operated at Buffalo by the Eastern Grain, Mill & Elevator Corporation.

He has recently been promoted to the position of traveling representative for the entire Western territory and will endeavor to be of service to the Western shipper.



Dan A. Southwell, Buffalo, N. Y.

I. C. C. Activities.

In 18771, Seldomridge Grain Co. v. Santa Fe the Commission on Jan. 9 decided that the switching charges were properly applicable and dismissed the complaint.

In I. & S. 2970 Examiner Kettler said the Burlington had justified increased rates on beans objected to by the Trinidad Bean & Elevator Co., Trinidad, Colo., from Wyoming. The rate from the Big Horn basin to St. Louis will be 80 cents.

C. D. Williams, Kansas City, Mo., et al., v. The Northwestern, et al., alleges oats rates from Mission Hill, So. Dak., to Sioux City, Ia., as transit point, there routed to Lubbock, Tex., in violation of Secs. 1 and 6 of the act. Reparations are asked.

Washburn-Crosby Co., Minneapolis, Minn., v. Great Northern, et al., alleges wheat rates from Minneapolis to Superior, Wis., originating at points in Minnesota, Montana, North and South Dakota, to be unreasonable and illegal. Asks reparation.

The Fisher Flouring Mills Co., Seattle, Wash., v. Union Pacific, et al., allege grain rates from points in Southern Idaho to Seattle, Wash., in violation of the first three sections of the act. Asks rates no higher than those to Portland, Ore., and reparation.

The Consolidated Products Co., Chicago, Ill., complains of unjust rate discrimination against all the railroads in Missouri, alleging interstate rates on animal and poultry feeds on the basis of full Class C commodity rates are charged them, while competitors are given the corn rate.

In Josey-Miller Co. v. Santa Fe, et al., No. 18523, the I. C. C. found not unreasonable, but unduly prejudicial, out-of-line and back-haul charges on interstate shipments of grain into Beaumont, Tex., there milled, and the products shipped into southeastern Texas, and unduly preferential of Galveston and Houston, to the extent that they exceed charges for like services to and from Houston or Galveston, contemporaneously maintained by the defendants on grain milled at those points. Carriers were ordered to move the undue prejudice not later than Mar. 21.

Grain Scoopers under Compensation Commission.

Ruling No. 27, issued Jan. 27 by the U. S. Employees' Compensation Commission at Washington, as approved Jan. 19, declares that the grain-handling corporation, the elevator company, or the vessel, or its local agent who makes the arrangement with the boss scooper, is the employer of all the grain shovelers; and, as such, is required by the Longshoremen's Act to secure the payment of compensation for injuries.

This is held to be true, whether the grain-handling corporation enters into an agreement with a union or arranges with a boss scooper for the unloading of the vessel.

Private Owned Railroads Pay in Belgium.

Advocates of government ownership of public utilities will find nothing to further their arguments in the report of Belgium's experiment with quasi-private instead of government owned railroads. The country was forced to adopt this experiment a year ago on account of the financial panic. The result has been so successful that the post office, telephone and telegraph system is destined soon to be taken out of the hands of the state.

The railway system yielded about \$1,400,000 last year, altho it never showed a profit before. The dispatch says:

"With the socialists out of the cabinet and a member of the Liberal party as head of the department, it is expected that M. Franqui, veritable dictator of the country's financial policy, will seize the opportunity to give the theory of public ownership another body blow by making the system yield real money thru an autonomous company. Public opinion actually is awed at the success of the railway experiment and is considered ripe for the transfer, which was impossible even 15 months ago. It was M. Franqui who, being a realist in finance and scornful of state ownership of anything, contrived the ingenious transfer of the railroads from the lackadaisical bureaucratic management under the thumb of parliamentary demagogues to a hard headed commercial basis."

Clark's Decimal Wheat Values

(Fourth Edition)

Is a book of 38 tables, which reduce any weight from 10 to 100,000 pounds to bushels of 60 lbs. and show the value at any price from 50 cts. to \$2.39.

Each table is printed in two colors, pounds and rules in red, bushels and values in black. All figures are arranged in groups of five and divided by red rules to expedite calculations.

These tables have the widest range of quantity and price, are so compact and so convenient no Wheat Handler can afford to attempt to do business without them. By their use you prevent errors, save time and avoid many hours of needless figuring.

These tables can be used with equal facility in determining the number of bushels and the value of Wheat, Alfalfa Seed, Clover Seed, Canary Seed, Beans, Grapes, Peas, Split Peas and Potatoes.

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Price \$2.00.

Order Form 33X.

Grain Dealers Journal

309 S. La Salle St.

Chicago, Ill.

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In selecting a code, you should avoid buying one so large you can't find what you want, or so small it don't cover the business.

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Is just the code you need; a small book, 150 pages, containing 14,910 words covering your line of business and no two spelled near enough alike to cause an error. Three or four of these words will convey a long message that you would otherwise hesitate to send for fear of going into bankruptcy and no one would know their meaning without the code.

The price is only \$3.00.

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GRAIN DEALERS JOURNAL

309 So. La Salle Street, Chicago, Ill.

Seeds

Cushing, Okla.—L. E. Hancock & Son have purchased Guin's Seed Store.

Mt. Vernon, Ind.—A. C. Wilson and his son, Arnold, have purchased the Monroe Feed & Seed Co. from J. M. Monroe.

Arcadia, Ind.—The Arcadia Feed & Seed Co. has opened in the location formerly occupied by the R. W. Myers & Son Feed & Seed Co.

Milwaukee, Wis.—A series of broadcasts of particular interest to the user of farm seeds is now being given the radio audience of WTMJ every Monday at eight by the L. Teweles Seed Co. here.

Appropriating \$110,000 for investigational work against certain pests threatening crops is the substance of a request to Congress from the board of trustees of the Seattle (Wash.) Chamber of Commerce.

Chicago, Ill.—The arbitration com'tee on grass and field seeds recently appointed by the Board of Trade directors is composed of F. E. Winans, A. L. Somers, J. E. Brennan, H. S. Faust, and G. A. Wegener.

A new form of wheat smut was discovered on the Washington State Farm this year. It is of the stinking or bunt variety, and under the microscope is smooth-spored and heads infected therewith are usually normal height.

Paris, France—A. Plessis & Cie has gone into friendly liquidation, as of Dec. 1, 1927. The liquidators are the former partners, Messrs. Fauchet and Plessis. The field seed firm was formerly operated under the name of Fauchet & Plessis.

Anadarko, Okla.—A seed testing organization has established itself here in the form of an ass'n to promote a kafir and corn derby of the farmers of this (Caddo) county. Determining seed adaptability seems the principal function.

A mixing powder containing formalin and iodine to be used on wheat and other grains to combat smut and similar diseases through treatment of the seed is announced by Dr. Jasper D. Sayre, botanist, Ohio State University, and Dr. R. C. Thomas, pathologist, Wooster (Ohio) Experiment Station.

Clover seed lost ground this week. Best trade of the week was made around \$18.00. Market then showed more resistance than for a long time. Extreme dullness with a few wanting out about the only reason in sight for the price being down a dollar from peak price made some time ago.—J. F. Zahm & Co.

Investigation of all phases of crop insurance is directed in a bill (S. 2149) introduced by Senator McNary of Oregon, further demanding the Sec'y of Agriculture to establish a unit for this purpose within the Bureau of Agricultural Economics to study the problem and devise a satisfactory system of underwriting this class of risk.

A campaign for the sowing of better seeds has again been launched by the wheat improvement com'tee of the Indiana Millers Ass'n. The Indiana Grain Dealers Ass'n has named three members to serve on this com'tee, at the request of the millers organization. These three representatives are: Walter M. Moore, Covington, president; D. R. Barr, Bicknell, and Elmer Hutchinson, Arlington.

Grand Island, Neb.—W. A. Clark, 67, vice-pres. and manager of the newly formed and incorporated Platte Valley Seed Co., died suddenly on Jan. 18, while seated in his office chair. Physicians said death was caused by aneurism or ruptured tumor. The company succeeded the Johnson Seed Co., and

was incorporated for \$25,000, to do a wholesale and retail seed business, as well as a brokerage business in feeds, cotton seed products, soy beans, etc.—P. J. P.

Third Class postal rates would be changed by the passage of the Griest bill now before Congress, lowering the cost of mailing printed matter falling within this classification. The bill also provides for the sending out of "business reply cards and envelopes" without prepayment of postage, payment upon delivery instead. The rate on private mailing cards is reduced to one cent. Short-payment of postage would be penalized by a charge of one cent an ounce additional. Reductions are also made on parcels falling in fourth-class in rates for the fourth to eighth zones.

Dust of Formaldehyde and Iodine for Oats Smut.

By SAYRE AND THOMAS, OHIO AGR. EXP. STA.

After four years of experimenting, with many preparations for the control of oats smut, two dusts have at last been formulated by plant pathologists of the Ohio Experiment Station, that appear to satisfy all requirements. They are cheap, effective, easy to apply, and have given no indication of injuring the germination of the grain.

The active fungicides in the new dusts are formaldehyde and iodine. For many years formaldehyde has been recommended as a liquid form of treatment for the control of oats smut, while iodine has been little known in plant disease control, yet it has been extensively used as an anti-septic in medicine. Both of them act as gases at ordinary temperatures.

Formaldehyde, in the liquid or so-called dry forms, has long been recommended for grain treatment. Its effectiveness is unquestioned, yet it has not gained general favor in Ohio, because there is a reluctance regarding the use of any form of wet treatment for grains, and also there have been many instances of serious injury to germination. Formaldehyde is a gas in solution, it is cheap and, in many respects, is an ideal fungicide. The gas is readily volatile and is effective only during the short period that it is being liberated. After the gas escapes, no undesirable residual deposits are left.

Because of the gaseous and volatile nature of the substance, it was thought probable that it could be adapted for use in the dust form, also when used as a dust that it would be less likely to produce seed injury, than in the liquid form of treatment. The dusts were prepared by first mixing equal parts by weight of 40 per cent formaldehyde with either charcoal, finely ground, or infusorial earth. This concentration was much too expensive for practical use and was, therefore, made the basis from which the different dilutions were made. In these tests, dust containing 3.3 per cent, 6 per cent and 9 per cent of formaldehyde, actually present in a solution of 40 per cent commercial formaldehyde, were prepared.

Another new treatment, iodine dust, was used in the same test with excellent results. This dust was made by mixing finely-ground solid iodine with infusorial earth. The iodine vaporizes readily at ordinary temperatures, diffuses through the infusorial earth, giving it a light yellow-ochre color. This dust contained 5 per cent by weight of iodine. Since both iodine and formaldehyde are volatile substances, the dusts, after preparation, must be kept in air-tight containers, preferably glass, if it is necessary to keep them for a considerable period before use.

Only one concentration of the iodine dust was used in this work. There is some evidence that a dust containing less than 5 per cent may be equally effective. Further tests will be necessary to verify this, however. Dust containing as low a concentration as 3.3 per cent of formaldehyde gave excellent control of oat smuts,

except in one instance, when less than 1 per cent was recorded.

It would seem that a concentration of about 4 per cent formaldehyde should be satisfactory.

The cost of the formaldehyde and iodine dusts is much lower than any of the preparations previously reported that gave equally satisfactory control. Each of the two dusts was used at the rate of 3 ounces per bushel. It is estimated that grain may be treated for about 5 cents per bushel with either of them. When methods of use and exact concentrations have been more fully determined, it is hoped that these preparations will prove a cheap, efficient dust for the control of oat smut.

Associated Seed Advertising.

From address by G. L. Plant, of U. S. Chamber of Commerce, before Farm Seed Ass'n of North America.

In the past few years, industrial co-operation has grown rapidly in many branches of trade. The road has not always been smooth, but one group after another has discovered how to organize for effective and profitable group action.

The wholesalers of the United States face a somewhat indefinite future. There is uncertainty concerning the exact situation in the wholesaling field at the present time and there is even greater uncertainty as to what developments may be expected. What are the functions performed by wholesalers and how are they being performed? What is the place of wholesaling in the distribution of the country's merchandise and what is its relation to other branches of trade? These are questions answered without great difficulty in 1918 but in 1928 instead of answers there are speculations and opinions.

The individual wholesaler is learning that his prosperity is inseparably linked with the prosperity of the entire wholesale trade of which he is a member. As a result, there are beginning to be organized efforts on the part of wholesalers to educate both producers and buyers. More and more, wholesalers are asking themselves: "If use of the wholesale channels has great advantages, both for producer and for buyers as we believe, why not tell people about these advantages? Why not explain them clearly and bring them to the attention of all those who might be distributing their products through wholesalers?"

Group Advertising.—Undoubtedly the members of this ass'n have been considering the question carefully. They have before them numerous examples of successful co-operative advertising by industrial groups. They have such familiar and outstanding examples as those of the paint industry, which doubled its sales in five years as the result of a co-operative advertising campaign; of the florists, who doubled sales in four years; and of the face brick people who did the same in five years.

These are all large and rather widely-known campaigns; other and small campaigns demonstrate just as definitely the value of co-operative advertising to group prosperity. For example, the Texas Cotton Seed Crushers' Ass'n, composed of 172 members, has carried out an intensive advertising campaign in the farm press. And it has brought results—they are selling farmers more cotton-seed meal for use in their cattle-food. Altho not a large campaign, it is proving successful, chiefly because the Ass'n had a definite objective clearly in mind before it started to advertise.

Why Should Growers Distribute thru Wholesalers?—Can you set down on a sheet of paper five or six outstanding reasons why the growers of seed should distribute thru wholesalers and why the buyers of seed should buy from wholesalers? Can you show clearly and unmistakably how the wholesaler serves the trade, economically and efficiently? These are not academic questions. They are of the utmost importance. Wherever co-operative campaigns have not been successful, it has nearly always been because these questions were not thoroughly considered and answered. In other words, a study of distribution is a necessary preliminary to successful co-operative advertising.

Advertising, to be productive, should be part of a wider co-operative effort to improve the conditions of trade. And, if such an objective is kept in mind, co-operative advertising itself will contribute to that end. Frequently a co-operative campaign solidifies an ass'n and strengthens its position by making its members more fully aware of their common interests. And, of course, the ass'n gains substantially in prestige and good-will, thruout the trade.

Education of Growers and Seed Users.—As I understand it, your problem is primarily one of education. It seems to fall naturally under two heads: first, the education of the seed grower, and second, the education of the seed user. It seems to me that you must point out to the seed grower the advantages of distributing thru

wholesale dealers, that the wholesaler is a prompt and reliable outlet for his products, that the wholesaler performs valuable financial, storage and distributive functions which assist and relieve the producer. I suspect that some growers are selling direct under the assumption that they are eliminating the wholesale function, but obviously this is an incorrect impression. They are merely performing the function themselves—a function which the wholesaler should be, and usually is, better equipped to discharge.

There is also the possibility of educating the buyer of seed—in explaining the advantages of buying from wholesalers, in calling attention to the various services performed; prompt deliveries, wide variety of stocks, standard and uniform quality. Your co-operative campaign might touch upon such subjects as the purity of product, origin of seed, economies in transportation and handling costs, and the strategic location of wholesalers in supplying the needs of particular regions.

I have no hesitation in saying that unless you are thoroly "sold" on the possibilities of collective advertising and are prepared to "put it across" in a big way, it is much better not to undertake this effort. If you are prepared to do the job completely and to support a campaign persistently, you will get the most positive results. Other ass'ns have done it. There is no especial secret about it. It is simply a matter of whole-hearted co-operation.

If you conduct an adequate, carefully planned campaign of co-operative advertising, I am convinced that upon its completion you will find that you have been splendidly and amply repaid for your efforts. There are many things which you may accomplish. First, you will undoubtedly place the wholesale seed trade on a firmer basis. You will stabilize it, define the scope of its activity, and do a great deal toward insuring its permanent prosperity. Second, you will have actual increased sales to substantiate the first achievement. These increased sales cannot be expected to come as the result of one year's effort—but at the end of three years, say, you could expect a material increase in the amount of business passing thru wholesale channels yearly. A co-operative campaign will solidify your ass'n. It will result, as other campaigns have resulted, in the improvement of marketing methods and merchandising policies. And the general effect upon the entire seed trade, I believe, would be highly salutary.

Bond Required of Nebraska Elevators Storing Grain for Others.

The following opinion was given Jan. 25 by the attorney-general of Nebraska, O. S. Spillman, at the request of the Nebraska State Railway Commission.

The first question is as follows:

"Is it necessary for a company which has a license and bond, and a provision in the by-laws that the grain stored for members is not protected by the bond, to furnish a bond covering grain of said members, it being understood that the bond on file is to protect the grain of non-members?"

The bond of a company storing grain for both members and non-members should cover all grain of both classes. The proviso of the statute relating to bonds, which proviso reads as follows:

"Provided, that any warehouse owned and operated by a cooperative company, association, partnership or corporation, which stores grain for more than ten days for members of the aforesaid company, association, partnership or for stockholders in such corporation, and for such members only, shall not be required to give the bond aforesaid."

covers these concerns which store for members only. If they store for non-members also the bond should cover all grain, both that of members and that of non-members.

Your second question is as follows:

"Is it necessary for a company storing grain under a license for stockholders only to charge the required storage fees?"

Such a company should make the regular statutory charges. The only exception in the law is that in the proviso relating to bonds which is above quoted. Co-operative companies should follow the other requirements of the law.

Cuba.—In tariff 269-G, covering animal feeds not specified, the unit on which the rate of \$1 applies has been changed from 1 kilo to 100 kilos, thus bringing it into line with the rates on other types of cattle feed and removing what was evidently a typographical error.

A. J. Ogaard Chosen Executive Sec'y of Farm Seed Ass'n.

The Farm Seed Ass'n of North America in its program of expansion and service created the office of executive sec'y at its meeting Jan. 17.

To be chosen to fill this position is an honor, since many exacting requirements must be met by the incumbent as to breadth of experience in the combined agricultural and field seed industries.

Mr. Ogaard is at present the sec'y of the Montana Alfalfa Seed Growers Ass'n, with headquarters at Bozeman. He was chosen pres. of the Seed Council of North America at its last annual meeting, and is a past pres. of the International Crop Improvement Ass'n.

His headquarters will be established at Chicago some time after May 1.

Seed Movement in January.

Receipts and shipments of seeds at the various markets during January, as compared with January, 1927, were as follows:

Receipts		Shipments	
1928	1927	1928	1927
FLAXSEED			
Chicago, bus...	142,000	213,000	2,000
Duluth, bus...	142,719	132,350	296,444
Ft. William, bus...	244,076	252,497	1,477
Kans. City, bus...	...	...	45,000
Minapls., bus...	716,130	415,000	263,980
Milwaukee, bus...	81,800	107,250	...
Superior, bus...	330,630	95,976	14,171
New York, bus...	377,000	1,064,400	...
KAFIR			
Kans. City, bus...	696,300	625,900	487,000
Houston, bus...	...	...	162,503
Galveston, bus...	...	...	308,927
St. Louis, bus...	128,400	111,600	82,800
Wichita, bus...	27,600	56,400	4,800
CLOVER			
Chicago, lbs...	1,557,000	1,695,000	1,535,000
Milwaukee, lbs...	838,384	309,475	103,712
New York, bags...	...	...	6,207
Toledo, bags...	2,894	3,991	2,457
TIMOTHY			
Chicago, lbs...	1,170,000	1,588,000	1,053,000
Milwaukee, lbs...	29,200	101,440	126,865
Toledo, bags...	724	28	645
ALSIKE			
Toledo, bags...	800	361	607
SORGHUMS			
Ft. Worth, bus...	1,152,200	671,400	83,600
Cincinnati, bus...	1,400	5,600	...
New Orleans, bus...	5,600	7,000	...
CANE SEED			
Ft. Worth, bus...	104,000	67,000	1,000
Kans. City, bus...	23,000	100,050	12,650

A Suggestion for Overbidders.

Wide prevalence of profitless business in the United States was laid at the door of wasteful and uneconomic competition by Alvin E. Dodd, Manager of the Department of Domestic Distribution of the Chamber of Commerce of the United States, in an address before the Hollow Tile Building Ass'n.

"Business is rapidly coming to the conclusion," said Mr. Dodd, "that competition, long regarded as the balance wheel of economic progress, can be as well a ball and chain about the ankles of industry. It is beginning to distinguish between legitimate competition which springs from greater efficiency and the kind of competition which is no less than economic piracy.

"Industry has no defense against the man who will deliberately sell his product at a loss; who will resort to deception and sharp practice to gain a foot-hold in a competitive market; who will attempt to extend the sale of his products at an excessive cost, merely to contend with another producer for business. Such a policy is bad for the industry; bad for the consumer, and ruinous for the individual who follows it.

"Industry has learned, and I think the public is learning, that the only means of defense against economic piracy and wasteful and destructive competition in selling, is collective effort,—the legitimate exchange and compilation of information which will enable the constituent members to know where they are heading; to set up standards of business practice which all can observe; secure in the assurance that they are being observed all along the line. Certainly it is necessary that some sort of rational procedure be agreed upon which will appeal to enough of the constituent members of an industry to ensure a safe foundation for the future freed from the uneconomic elements which have encumbered its operations."

Directory

Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

FT. WAYNE, IND.

Kraus & Apfelbaum, field seed dealers.

KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.
Rudy-Patrick Seed Co., field seed merchants.
Tobin-Quinn Seed Co., Missouri Blue Grass.

LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., field and grass seeds.
North American Seed Co., wholesale grass & field seeds.
Teweles Seed Co., L., field and grass seeds.

MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.
Northrup King & Co., field seeds.

ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.
Mangelsdorf & Bro., Ed. F., wholesale field seeds.



A. J. Ogaard, Bozeman, Mont., Executive Sec'y Farm Seed Ass'n.

Feedstuffs

Redding, Calif.—Notice of dissolution has been filed by the Redding Feed Co.

Kirkland, Wash.—A warehouse is to be erected on leased railroad property by the Todd Feed Co.

Washington, D. C.—A Jan. 14 fire did considerable damage to the plant of H. P. Pillsbury Feed & Coal Co.

Los Angeles, Cal.—A feed manufacturing plant 4 stories high is being erected by the Stanton Milling & Sales Co.

Frederick, Okla.—A feed manufacturing unit is now installed in the plant of the Northwestern Elevator Co.

Wynn, Ark.—A millfeed and flour warehouse is under construction for M. W. Cobbs, grain and hay dealer.

Bearden, Ark.—A feed and hay storage warehouse is to be erected on a railroad siding here for Garland Anthony.

Hutchinson, Kan.—The Kellogg Bros. Feed Co.'s feed, seed and grain storage warehouse was recently damaged by fire.

Spadra, Calif.—Construction on the new plant for the Scientific Feed Manufacturing Co. will be commenced some time this month.

Binghampton, N. Y.—The annual mid-winter meeting of the Eastern Federation of Feed Merchants is to be held here on Feb. 22 and 23.

Pocahontas, Ark.—Feed grinding and other additional equipment is being installed in a warehouse just purchased by the Pratt Milling Co.

Ellicott City, Md.—The newly built large mixed feed manufacturing plant for the Continental Milling Co. of Baltimore, Md., is now in operation.

Mt. Vernon, O.—A feed grinding plant was recently installed in the mill here operated by the Northwestern Elevator & Mill Co. of Toledo, O.

Walnut Ridge, Ark.—An additional warehouse for feed and flour storage is to be erected by the Merchants' Commission Co. on the Missouri Pacific.

Kaplan, La.—A new mill now under construction for the Kaplan Rice Mill, Inc., of which Alexandre Bonin is pres., is to be placed in operation this fall.

Black Rock, Ark.—M. W. Erwin sustained injuries in a recent fall in the Moore & Erwin Flour & Feed Co.'s ware house, of which firm he is a member.

Beebe, Ark.—R. P. Burnett has re-engaged in the feed and flour jobbing business under his own name. Mr. Burnett retired from this line for the past twelve months, prior to which time he was so engaged for over fifteen years. A large brick warehouse was just completed.

Pulaski, Tenn.—Edwin Williams has purchased the Yancy Feed Mill and warehouse of W. J. Yancy. Mr. Williams was formerly associated with Mr. Yancy.

Dyersburg, Tenn.—The Staff-O-Life Feed Co. has engaged in the feed business here, O. D. Edwards of Humboldt and C. C. Bellew of Bradford, being interested.

Sanford, Calif.—H. B. McCall, Sr., and H. B. McCall, Jr., have incorporated the H. B. McCall Industries, Inc., with a capital stock of \$25,000, to deal in feeds, grains, etc.

Woburn, Mass.—Fire did considerable damage to the plant of Jaquith & Co., feed, grain and flour dealers on Jan. 14. This is the fifth fire loss suffered within a twelfth-month.

Des Moines, Ia.—The Beavertdale Feed Co. is the new name of the business just purchased by E. M. Chrestensen, formerly operated as the Reece Flour & Feed Co.—A. G. T.

Corpus Christi, Tex.—The Travis Cottonseed Products Co. has commenced the erection of a new \$80,000 cottonseed crushing plant here. Most modern equipment is to be installed.

Waldron, Ark.—A branch office and warehouse is to be opened here for the distribution of the products of The Howell C. Osborne Wholesale Flour & Feed Co., Fort Smith, Ark.

Bandon, Ore.—Larger quarters are now occupied by Jameson & Kay, feed manufacturers, with additional equipment installed to meet the output requirements of a rapidly growing clientele.

Baltimore, Md.—The American Feed Products Co., Inc., was incorporated with a capital stock of \$50,000, to deal in feed products, by Charles H. Robertson, William Rasmers and Howard S. Kroh.

Calcium, Pa.—Lloyd A. Miller, 42, feed and grain merchant, was killed near Wilmington, Del., on Jan. 18, in a motor accident while on his return from a duck shooting sojourn down in Virginia.

Kansas City, Mo.—The Chamber of Commerce is promoting the locating of a soy bean plant here, determining acreages thereof, and employing promotional talent to guide a five-year expansion program.

Los Angeles, Calif.—A \$200,000 cereal plant is to be constructed here to supply the western section of the United States, and the Orient, according to an announcement by W. K. Kellogg of the W. K. Kellogg Co.

Newport, Ark.—Additional poultry and dairy feed, corn meal and cereal manufacturing equipment is being installed in the plant of the Jackson County Gin & Milling Co., by Sprout, Waldron & Co. A. R. James is manager.

Waterloo, N. Y.—George Brisbin, trustee in bankruptcy of Pratz, Kime & Pratz, feed and grain dealers, will continue operation of the business. As reported in the Dec. 25 number, liabilities of \$150,000 and assets of \$25,000 were listed in filing a voluntary bankruptcy petition.

Geneva, N. Y.—George F. Licht, actively engaged in the management of the Patent Cereals Co. here for many years, died in Long Beach, Calif., on Jan. 19. With his father and brothers, Mr. Licht came here from Long Island in 1888. His widow, two daughters and a son survive.

Fort Wayne, Ind.—The Wayne Feed Mills, Inc., was organized for the purpose of operating a commercial feed manufacturing business in the city of East St. Louis, Ill.—J. F. Kline, treas., The McMillen Co. (Further details appeared in this column of the last number of the Journal.)

Taylorville, Ill.—The Dixie Mills Co., of St. Louis, Mo., has taken over the manage-

ment of the McKenzie Milling Co.'s plant here, to be used as a feed distribution point. The Dixie company operates a line of fifteen elevators and branch offices, and is managed by the four sons of Fred Deibel, founder.

San Pedro, Calif.—The Philip R. Park Co., Inc., Los Angeles, manufacturers of stock food from sea kelp, has commenced erection of a \$100,000 extraction plant here, which will be shared with another company, and will be placed in operation by Mar. 1. Crops grown on some soils of the eastern and middle western states are deficient in chemicals, prerequisite to a balanced ration. Kelp is also used in the manufacture of iodine.

St. Louis, Mo.—The Ralston Purina Co. won a reversal of the lower court decision in its attempt to protect a trade-mark purchased in 1913, with the business of Harry H. Hughes, who had been manufacturing feeds for many years at Nashville, Tenn., using the trade-mark "Just," his company being the Just Milling & Feed Co. The Western Grain Co. of Alabama undertook to use a trade-mark, "Just Right," and the U. S. Circuit Court of Appeals on Jan. 3, held this to be unfair competition.

Milwaukee, Wis.—The Archer Daniels Midland Co. of Minneapolis, Minn., pioneer manufacturers of linseed products, purchased the business and properties here of the W. O. Goodrich Co. for a reported \$2,000,000, according to an announcement from Shreve M. Archer, pres. Executive offices of both companies will be in Minneapolis. The corporate identity of the W. O. Goodrich Co. will be retained and its officers will continue in their present capacities. Even prior to this acquisition the Archer Daniels Midland Co. was the world's largest concern engaged in the crushing of flaxseed and the manufacture of linseed oil and cake. The Goodrich Co. has been operated for more than 50 years.

MINROL-PROTIN

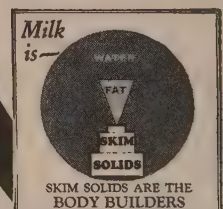
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DRY SKIM MILK in Baby Chick Feeds

Gives the
Best Form of
PROTEIN
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An average analysis shows

38% Protein—builds muscle and meat

8% minerals—builds strong bones

50% Lactose—energy and health giving food

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AMERICAN DRY MILK INSTITUTE, Inc.
1606 North La Salle St., Chicago, Ill.

Mineral Feed a Necessity for Poultry.

By R. O. JOHNSON.

A laying hen, capable of producing 200 eggs year, will use in the manufacture of the eggs, over one-half her body weight in minerals. If she will but study the habits of the laying fowl, the observations will reveal the vital part played by minerals in the daily diet of the fowl. Is it not true that many times you find hens diligently seeking part of their living from some area of the farm yard entirely free from vegetation of any description. Then, too, is it not the hen that oftentimes complicates automobile driving upon a wandering country road, where calcareous nodules and mineral deposits of one sort or another form no small part of the road-bed?

Early experimental work with minerals was done particularly with calcium and phosphorus. Recent investigation, however, has included other minerals, such as iron, iodine, potassium, chlorine, sodium, etc. These recent experiments have proven conclusively that calcium and phosphorus, in association with other elements, when brought to play with sunlight, make the basis minerals more available in the ration.

Figuring the Profits.—Fed on a complex mineral in dry mash and with outdoor range, one lot of chicks weighing 10.83 ounces on June weighed 25.80 ounces on July 15.

Figured at 20c a pound, the gain on this lot of chicks was worth \$18.71. They ate 317 pounds of the mash, which had a commercial value of \$12.68, leaving a profit over feed of \$6.03.

Another lot that received only a simple mineral mixture made gains that were estimated to be worth \$13.59. The feed cost of \$1.63 left a profit of only \$1.98.

Calcium and Phosphorus.—When you add phosphorus to a ration (inorganic), you find beneficial results, however, not to the extent evident in the case of calcium. When you add organic phosphorus in the form of steamed bone meal, you find greater results than was the case in the use of inorganic phosphate. However, the most effective results are obtained when calcium, organic and inorganic; and phosphorus, organic and inorganic, are combined and added to the ration.

It is found that a calcium product containing a high percentage of magnesium is not desirable to use. There must be those concentrates present in the ration that are necessary for complete saponification. For example, Prof. Evvard of Iowa State College found that the supplementing of a mineral mixture with a high protein oil meal made it possible to raise a pig from 85 pounds to 225 pounds in about half the length of time.

Producing Growth.—My own experiments have proven that I can produce a chick weighing two pounds in at least two weeks less time than was required with the regular balanced ration without the mineral supplement. This in itself is a big item when you consider broiler production where the time and additional feed required increases the cost involved.

Producing Better Chicks.—For the last two years the writer has been studying the effect of minerals from the standpoint of the

baby chick, being interested in several hatcheries and anxious to produce good chicks. A number of different experiments were outlined. The results were so outstanding that every flock furnishing eggs to the hatchery was compelled to use a mineral supplement and this last year at the baby chick show held at Iowa State College, sweepstake prize was awarded to the chicks together with a number of first prizes in their respective class.

The chicks were larger, thriftier and possessed those characteristics which every hatchery man takes pride to point out in his best stock. The contrast between chicks produced from eggs from mineral fed flocks with those that received no supplement of mineral was outstanding. Since these first experiments a large number of hatcheries have adopted the policy of making mineral feeding a requirement of their flock co-operators and in most every instance the results have more than justified the demand.

Minerals and Egg Production.—My data, obtained from a number of farms where records were kept on a comparison basis, showed egg production was maintained upon a very favorable basis during the winter months. In most cases the production was considerably heavier, however. The effect of the minerals upon the stock itself was a revelation.

The birds did not assume that washed out, exhausted appearance so common in many flocks late in the winter months, and, from the appearance standpoint, showed they were ready to stand the strain of the spring lay season, and again the results justified such observation.

The effect of minerals also manifests itself upon the product produced by the hen, namely, the egg. I found that the mineral-fed hens laid eggs with a more uniform shell and the albumen displayed a heavier viscosity, which is so much in demand in high quality eggs. The albumen in eggs produced from hens fed no mineral was thinner and did not cling to the yolk to the extent of the eggs produced from hens fed the minerals. In every flock where experiments and observations were made, practically no difficulty was experienced from soft shelled eggs.

Summary.

Minerals in the poultry ration for winter egg production are very essential.

Minerals are not a panacea for all the ills affecting poultry.

Beware of the mineral mixture with too many curative qualities.

Pay a reasonable price for a mineral mixture. The price should not be excessive.

Purity of ingredients is absolutely essential in mineral mixtures.

Don't expect minerals to revolutionize your flock overnight.

When added to a home mixed mash be sure the mixture is thoroughly incorporated.

The cheapest mineral is not always the most economical.

A complex mineral properly balanced proved more efficient than a simple mineral formula.

Minerals are recommended in the ration for the breeding and laying flock.

Grow your chicks with a ration containing minerals.

Dr. J. W. Sample has succeeded T. M. Chivington as sec'y of the Southeastern Millers Ass'n, Nashville, Tenn. Dr. Sample was formerly state chemist.

Feed Movement in January.

Receipts and shipments of feedingstuffs at the various markets during January, as compared with January, 1927, in tons, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
*Baltimore	853	761		
Chicago	14,177	16,747	42,627	49,666
Cincinnati	210	300		
†Kansas City	4,960	4,940	18,080	11,300
Milwaukee	8,350	30	9,720	9,824
†New York		60	39	40
†San Francisco	393	457		

*Millfeed. †Bran. ‡Shorts.

New Seed Trade Marks.

Monroe Milling Co., Waterloo, Ill., has filed trademark, Ser. No. 258,824, "SILVER FOX," particularly descriptive of wheat middlings.

American Milling Co., Peoria, Ill., has filed trademark, Ser. No. 253,972, the words "PAIL FILLER," particularly descriptive of dairy feed.

Monroe Milling Co., Waterloo, Ill., has filed trademark, Ser. No. 258,823, particularly descriptive of middlings. The mark consists of the letters "FAD."

The U. S. Federal Specifications Board, Washington, requests cereal manufacturers to offer suggestions for changes in the proposed specifications for pearl barley, biscuit, cornmeal, hominy grits, oatmeal, rolled oats and wheat flour.

Grinding to Please Patrons.

Chandler, Minn.—We installed a Diamond 22-in. Feed Mill and got started grinding on last Nov. 21st, and we are getting a very satisfactory grinding business already. We just recently installed a No. 220 ear corn grinder which we use only for grinding ear corn. We are very well pleased with the work it does and all our customers are satisfied with the grinding we have done for them. We let them be the judge and we do their grinding just the way they want it. All our power is electric. We have everything nicely arranged for elevating the grain up in bins above the grinder and then as soon as we start grinding the farmer can see at once what kind of a job he is getting. If he wants it finer or coarser the adjustment is made at once to suit his ideas and when the job is finished he is satisfied and don't hesitate to tell his neighbors about our good grinding and the convenient way we have of handling such business quickly.—Chandler Elevator Co., E. W. Eaton.

GRAIN DRIERS

for

COARSE GRAINS,
SEED CORN,
BEANS,
PEAS, ETC.

ROTARY DRIERS

for

MEAL, GRITS, STERIL-
IZING PACKAGE
GOODS, ETC., AND
GRANULAR PRODUCTS
OF ALL KINDS.

We would be pleased to
correspond with you.

WILLEY-ELLIS CO.

1223 S. Talman Ave., Chicago
210 N. 13th St., Philadelphia, Pa.

Domestic Exports of Feeds.

Domestic exports of feedstuffs during December, 1926, compared with December, 1927, and for the 12 months ending December, which are reported by the Bureau of Foreign and Domestic Commerce, in short tons, as follows:

	December		12 mos. ending	
	1926	1927	December 1926	December 1927
Hay	1,323	1,381	15,210	14,997
Cottonseed cake	50,662	30,582	270,235	312,685
Linseed cake	24,443	24,860	288,618	323,172
Other oil cake	224	173	7,374	11,405
Cottonseed meal	41,708	12,765	150,443	128,584
Linseed meal	344	2,140	6,745	8,473
Other oil meal	187	60	1,082	1,278
Bran, etc.	840	204	2,025	5,622
Screenings	112	75	3,492	2,227
Other mill feeds	1,146	2,795	10,144	26,420
Prepared feeds	4,996	2,927	24,291	58,171

Supreme Court Decisions

Crop Mortgage.—Where there was recorded mortgage covering growing crop, it was incumbent on purchaser of crop, in action in claim and delivery to prove that consent to sale was actually given by mortgagee and that it was unconditional. Where mortgagee of growing crop did not consent to sale except on payment of mortgage, such mortgagee on foreclosure was entitled to take possession of crop and sell it through agency of sheriff so that claim and delivery action could not be maintained against sheriff by purchaser.—*Western Seed Marketing Co. v. Pfoft, Sheriff. Supreme Court of Idaho.* 262 Pac. 514.

Buyer Liable to Seller If His Bank Fails to Honor Check thru Insolvency.—In action for value of flour sold buyer, where the draft for which the buyer had given his check was never paid by the bank giving it because bank became insolvent, testimony with reference to the custom of banks in collecting and remitting checks held competent, since the neglect of the bank in failing circumstances to conform to custom in handling a check would be a circumstance tending to show that its failure to remit was due to lack of funds.—*Hall v. Bowen-Oglesby Milling Co. Supreme Court of Arkansas.* 300 S. W. 412.

Rights of Purchaser of Crop at Mortgage Sale.—Bank holding a crop mortgage, subject to superior lien of purchaser at foreclosure sale for taxes and interest, held to have aided and assisted in conversion of portion of crop, payment for which was made to bank on account of note for purchase price, and credited on indebtedness of mortgagor. Under Rem. Comp. Stat. § 602, lien of purchaser at mortgage sale, for taxes and interest during year of redemption, is superior to that of bank holding chattel mortgage on crops for such year.—*Davin v. Dowling. Supreme Court of Washington.* 262 Pac. 123.

Transactions in Futures Not Necessarily Gambling.—The act of 1906 (Civil Code 1910, § 4257 et seq.), properly construed, does not apply to contracts for future delivery where there is an intent that the commodity bought or sold shall actually be delivered, but makes penal transactions on margins for future delivery where it is the intent to gamble on the fluctuations of the market; that is, where there is no intent to make actual delivery, and "when the intention or understanding of the parties is to receive or pay the difference between the agreed price and the market price at the time of settlement."—*Layton v. State. Supreme Court of Georgia.* 140 S. E. 847.

Legislative Dictum That a Business Is Affected with Public Interest Is Not Conclusive.—The phrase "affected with a public interest," used as a basis for legislative regulation of prices, means something more than "quasi public," or "not strictly private," and like phrases employed as a basis for upholding police regulation in respect to the conduct of particular businesses. Laws N. Y. 1922, c. 590, § 172, forbidding the resale of any ticket or other evidence of the right of entry to any theater "at a price in excess of 50 cents in advance of the price printed on the face of such ticket or other evidence of the right of entry," held an unconstitutional interference with ticket owner's property rights, in violation of Const. U. S. Amend. 14; the price or charge for admission to theaters or places of amusement or entertainment not being a matter "affected with a public interest," notwithstanding Laws N. Y. 1922, § 167, so declaring.—*Tyson & Co. v. Banton. Supreme Court of the United States.* 47 Sup. Ct. Rep. 426.

County in Which to Sue for Breach of Contract.—Where seller contracted to deliver hay at any point designated by buyer within limited territory, buyer's written shipping instructions held not part of contract so as to authorize bringing suit in county where delivery was instructed to be made, under Rev. St. 1925, art. 1995, subd. 5, providing that suit may be maintained in county where defendant has contracted in writing to perform obligation.—*H. H. Watson Co. v. Alfalfa Growers' Exchange. Court of Civil Appeals of Texas.* 300 S. W. 199.

Pool Can Force Performance of Contract by Member.—A co-operative marketing ass'n without capital stock, and operated for a mutually beneficial purpose, may enforce performance of a grower's contract to sell his alfalfa to it exclusively, in a suit for specific performance or for an injunction against its breach; the rule that a contract for the delivery of an ordinary article of commerce will not be compelled by specific performance not being applicable to the circumstances of this case, it appearing that an action for damages would not afford an adequate remedy.—*Elephant Butte Alfalfa Ass'n v. Roualt. Supreme Court of New Mexico.* 262 Pac. 185.

Delivery to Specified Railroad Yard.—Insertion, without consent of Interstate Commerce Commission, of words "Harold Ave. yard delivery" in Bs/L for two carloads of hay shipped from Ohio to Long Island City, did not render contracts illegal, under U. S. Comp. St. § 8569, subds. 1, 7 (49 USCA § 6, subds. 1, 7), as discriminatory or unlawful, extending to shipper privileges not extended to all shippers, since they simply indicated carrier's agreement to deliver cars at spot in its terminal yard convenient to consignee; rate being the same to all. If goods are accepted for delivery at a particular place, carrier is bound to deliver at such place, even where point designated is a particular yard in a general terminal, particularly where there is a custom to deliver at such point according to contract.—*Porter v. Long Island R. R. Co. Supreme Court of New York. Appellate Division.* 225 N. Y. S. 365.

Bank not Liable for Collecting Draft with Forged B/L.—In action by drawee of draft to recover amount paid thereon from payee, indorsing draft and B/L in blank, on ground that bill accompanying draft was forged, Personal Property Law, §221, providing that person who negotiates for value B/L warrants the genuineness of bill, held not applicable, where payee was acting only as agent of drawer and received no value. Where seller drew draft on purchaser payable to order of defendant, who acted only as seller's agent for collection, to which was attached B/L to order of seller, indorsed in blank by purchaser, and money remitted to seller, purchaser, on discovering that B/L was forged, could not recover money paid for draft from defendant, who did not expressly warrant genuineness of bill, though defendant indorsed draft to order of trust company and indorsed B/L blank.—*Jacobs v. Banque pour le Commerce et L'Industries a Varsovie. Supreme Court of New York, Kings County.* 225 N. Y. S. 410.

Contract to Furnish Cars.—Contract between shipper and common carrier for carrier to furnish cars to shipper on specified days for transportation of property of shipper between points within state of Carolina is valid and enforceable, and not within inhibition of Civ. Code 1922, § 4842, making it unlawful for shippers to receive rebate, drawback, or other advantage on shipments made or services rendered or received by them. In absence of prohibitory statute, right of a common carrier to make an agreement with a shipper to furnish shipper cars for use in transportation between intrastate points cannot be denied.—*Strock v. Southern Ry. Co. Supreme Court of South Carolina.* 140 S. E. 470.

Confirmations at Variance — Default Adjusted at 84,000 Lbs. Corn.

Western Terminal Elevator Co., Sioux City, Ia., plaintiff, v. Summit Grain Co., Denver, Colo., defendant, before Arbitration Com'te No. 1 of the Grain Dealers National Ass'n, composed of O. F. Bast, J. T. Buchanan and T. B. King.

The various disputes in this controversy arose over the settlement on two cars of 3 yellow shelled corn which was sold by the plaintiff for shipment from certain rate points to Denver, on the basis of Denver terms, with discounts specified for application of 4 or 5 yellow.

Relative to the contract, the confirmations do not agree exactly, the plaintiff having inserted (contents of car), and while both parties signed the acceptance cards, the fact remains that the confirmations do not agree. Therefore, we must accept the original telegrams exchanged as the contract, which agree that two 80 capacity cars of corn were sold as 3 yellow with specified discounts for 4 and 5 yellow, Denver terms, and plaintiff's plea that the contract be as per their confirmation; namely, contents of two cars, must be denied.

Plaintiff shipped car Southern 153880 to apply on sale. This particular car graded No. 5 yellow at Denver and was applied by the defendant at 5 cents a bushel discount, the amount agreed upon and specified in the contract; and while there is some dispute as to the proper notice having been given the defendant to call reinspection in the event the car did not grade better than 5 yellow, the com'te feels that the grade of No. 5 yellow will have to stand and that the discount of 5 cents a bushel assessed is in order. We feel, however, that inasmuch as the advice of shipment specified 3 yellow, the defendant should have used ordinary business courtesy or followed the general custom of the grain trade and advised the plaintiff what the grade was as soon as the car was received. The com'te can not arbitrarily say what the grade would have been on a federal appeal and the plaintiff has offered no evidence that the car was other than the grade put upon it. Therefore, we must disallow the plaintiff's plea for 3 cents a bushel relief in this discount.

With reference to car C. B. & Q. 101462 also applied on sale. The Com'te finds that inasmuch as this car of corn was inspected at Denver as 3 yellow corn and the defendant forwarded the car beyond this destination to a point where there was inadequate Denver inspection supervision, they accepted the car on the original grade as evidenced by the certificate issued at Denver, and the defendant is obligated to accept this car at the grade of 3 yellow corn; and we, therefore, can not permit the defendant to apply the car, or any part thereof, at other than the price of 3 yellow corn.

This car No. 101462 contained 97,760 pounds. The plaintiff wants the over-delivery based on 88,000 pounds, and the defendant on 84,000 pounds. The Com'te has found that the contract calls for an 80-capacity car. Therefore, in case of default, the settlement shall be adjusted on the basis of 84,000 pounds, as provided for in Rule No. 32; and as further provided for in the rule, the over-delivery shall be accepted by the defendant at a fair market value on the day after the unloading, and the com'te, having found that the car should be accepted as 3 yellow, does direct that the defendant accept the over-delivery of 13,760 pounds at a fair market value as of Dec. 1 of 64 cents a bushel, track point of shipment, and also directs the defendant to reimburse the plaintiff the \$2.46 charged as commission for selling this over-delivery.

The Com'te can not give the defendant's counterclaim for \$75.00 for failure on the part of the plaintiff to route cars as specified any consideration at this time, for it seems to us that had the defendants suffered any material loss, they should have pressed their claim immediately after they had notice of the routing of the cars and should not bring in this counterclaim now as an afterthought. The Com'te further directs that the cost of this arbitration should be divided evenly between the plaintiff and the defendant.

Grain Claims Bureau, Inc.

19 So. La Salle St.

Chicago, Ill.

A few dollars saved on legitimate freight claims is worth while; examination of old records costs nothing; charges are not to exceed 33 1/3% of amount saved; frequently less. 305 country elevator managers and owners have benefited thru this service, and it's worth a trial.

W. S. BRAUDT
Pres. and Treas.

HARRY J. BERMAN
General Counsel

Shipper's Weights and Grades Final.

McCaull-Dinsmore Co., Minneapolis, plaintiff vs. Henry Rang & Co., Sioux City, defendant, before Arbitration Appeals Com'te of the Grain Dealers National Ass'n, composed of W. W. Manning, Jno. S. Green, Geo. E. Booth, Geo. B. Wood and A. S. MacDonald.

Appeal from the award of Arbitration Com'te No. 2 of the Grain Dealers National Ass'n, in which the claim of the plaintiff, the McCaull-Dinsmore Co. against the defendant, Henry Rang & Co., for \$199.70 was disallowed, the McCaull-Dinsmore Co. appealing.

There is no dispute as to the facts in this case. On March 1, 1927, the defendant sold to the plaintiff a car of No. 4 yellow corn at 61 cents track Monroe, S. D., shipper's weights and grades. The plaintiff instructed shipment to Claremont, S. D., and as both points are within the same state the effect of the U. S. grain standards act would have no bearing. On arrival of the car at Claremont it was refused by the plaintiff's customer, and the official grade placed by the Minneapolis inspection department on samples drawn from the car was "Sample grade yellow corn, 47 pound test, 15% moisture, 17% damaged."

It is our opinion that the plaintiff in entering into a contract on shipper's weights and grades assumed all of the risks incident to such grades without recourse except in the case of proven fraud, and the ordinary departures from standard grades were to have been expected and are not prima facie evidence of fraud.

We, therefore, affirm the award of the lower com'te in disallowing the claim of the plaintiff and the costs of the arbitration and appeal are assessed against the plaintiff.

[Note: Readers of the foregoing should not interpret the statement of the com'te that "as both points are within the same state the effect of the U. S. Grain Standards Act would have no bearing" to mean that when a shipment is sold to cross a state line the shipper can not sell on his own weights and grades. The shipper can sell on his own grades and hold the buyer to the contract in the absence of fraud. The requirement in the grain grades act that all interstate moving grain be officially inspected can be complied with by seller or buyer without affecting the contract.—Ed.]

Well posted, intelligent country merchants who study the changing conditions under which they must conduct their business have some chance of succeeding. The storekeepers of many small communities are working together to meet chain store competition with a more efficient service.

Completely Ruined



Why they call the European Corn Borer a "borer" is answered by this picture of a completely ruined hill of corn. The borers tunnel through the summer, so weakening it that it often topples over before the ear can mature.

Books Received

CORN BREEDING, by Frederick D. Richey, agronomist, covers the principles and practices of corn breeding, the latter including mass selection, ear-to-row selection, hybridization and selection within selfed lines. The large yields that have been obtained experimentally from some crosses are likely to create a demand for crossed seed before it can be supplied in any considerable quantity. This will make it possible to obtain a large price for the supplies that do exist. There is no objection to a reasonably high price for seed corn that will yield 10 to 15 bushels per acre more than the best present varieties. One bushel of such seed will increase the income from \$30 to \$45, assuming that it will plant 6 acres and that corn is worth 50c a bushel. Unfortunately, there are likely to be many individuals who will offer to sell crossed seed at a large price when the seed is little, if any, more productive than ordinary seed corn. United States Department of Agriculture, Department Bulletin No. 1489. Government Printing Office, Washington, D. C., at 25c per copy.

Grain Trade News.

[Continued from page 185.]

Spokane, Wash.—The Sperry Flour Co. will install machinery costing \$25,000 at its local plant which includes a grain elvtr.

Seattle, Wash.—Thad R. Perry was recently elected pres. of the Grain Exchange. Geo. R. Cary was elected vice-pres., and Phil Benedict, sec'y-treas. Roger D. Pinneo, who was elected mgr. last spring, was continued in office by the trustees.

Seattle, Wash.—Two bond issues totaling \$1,000,000 will be submitted to the voters at the next municipal election on March 13 by the Port Commission. One issue of \$500,000 is to reimburse the general fund for money expended in the construction of the new grain handling facilities at the Hanford Street terminal. The other carries a conditional appropriation for the same amount, the money to be expended for new grain handling facilities at Smith Cove in the event the 10% differential is wiped out on grain moving south of the Snake River.

WISCONSIN

Milwaukee, Wis.—The Archer-Daniels-Midland Co. has purchased the plant and business of Wm. O. Goodrich Co.

Galesville, Wis.—H. D. Reitmann, part owner of the Reitmann-Davis Mill Co., which includes an elvtr., has taken a position with the Red Wing Mfg. Co. of Red Wing, Minn. He will have charge of the plant at Fairfax, Minn. He will continue his interest in the Reitmann-Davis Co.

West Bend, Wis.—The West Bend Farmers Co-op. Exchange has decided to reorganize and form a new stock company with a capital stock of \$25,000. This move was made to take some of the financial responsibility from the shoulders of the mgr. and the board of directors. The name has been changed to the West Bend Farmers Elvtr. Co. Stock in the old company will be exchanged for stock in the new without extra charge.

WYOMING

Laramie, Wyo.—W. W. Percival, pres. of the Hylton Flour Mills, Inc., Ogden, Utah, has bot the Overland Cereal Co.'s mill and elvtr. The elvtr. has a capacity of 60,000 bus. and the mill a capacity of 300 bbls. Mr. Percival has also bot the Salt Lake & Jordan mill in Salt Lake City, with a capacity of 600 bbls. and storage of 200,000 bus. He recently secured the water-power mill at Lee, Nev., with a capacity of 50 bbls. These plants, together with the one at Ogden and also the Elko, Nev., mill of 100 bbls. and 16,000 bus. storage will be operated under Mr. Percival's direction.

Kansas Pooling Contract Changed.

As a sop to wheat growers who do not like to be kept out of their money a whole year the Kansas Wheat Pool has authorized a "daily pool" under which the member will be given full settlement except for the protein premium, as soon as he delivers, to the extent of one-half of his wheat, the pool holding back 40 per cent on the other half.

This provision is for the benefit of the large number of Kansas farmers who are unable to meet obligations falling due immediately after harvest. The daily pool plan, it is believed, will give farmers a chance to adjust their finances gradually to the pool plan of marketing.

Another new provision in the contract is that a member may withdraw from the association at the end of two years if he is dissatisfied, or at the end of any two-year period thereafter.

Utah feed regulations are expected to soon cover the use of screenings, in an effort to prevent the spread of noxious weed seeds.

HESS PNEUMATIC GRAIN DRIERS

Used everywhere—

NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

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Hess Drier Company of Canada, Ltd.

Theodore Kipp, Mgr.

68 Higgins Ave.

Winnipeg, Manitoba

Bankers Should Support Federated Agricultural Trades.

The U. S. Department of Agriculture will promote a new co-operative banking system in competition with existing banks under a bill introduced Feb. 7, by Senator Brookhart of Iowa.

The new system will issue notes the same as the federal reserve system and would be administered by the Department of Agriculture instead of the treasury. The banks would be authorized to make "frozen" loans on improved real estate, including improved farm lands.

This substitution of communism for individualistic enterprise is just what the newly organized Federated Agricultural Trades proposes to combat, and the bankers could well afford to make common cause with the dealers in farm products.

Pres. W. F. Jensen, of the Federated Agricultural Trades, in a letter to members Feb. 6, wrote as follows:

FEDERATED AGRICULTURAL TRADES
OF AMERICA
Chicago, Illinois

Feb. 6, 1928.

You will be interested in knowing just what we have accomplished so far. The Conference of Nov. 30th, 1927, gave us the necessary prestige, and demonstrated conclusively, the great need and the spontaneous demand for an organization to represent the Agricultural Trades. The Conference and the organization of our Federation had an immediate and wholesome effect, and gave notice in definite terms that we wanted no special favors, but that we would insist upon a "square deal."

The report of the meeting in printed form has been distributed in great numbers—over thirty thousand copies having been sent out to date, and it has met with a favorable reception indeed. The message contained in this booklet has a universal appeal to the fairness of people, and most people want to be fair if they understand.

The booklet was mailed quite generally to the larger universities thruout the country, many of which have ordered quantities and have paid for them. Without a doubt these booklets are being used for teaching purposes, and to broaden the viewpoints of students.

All senators and congressmen have received the booklet and we have many splendid replies from these people who seem pleased to have the opportunity of studying our side.

Pres. Coolidge, Sec'y Hoover and Sec'y Jardine were each sent a leather-bound copy. They have each acknowledged the booklet and I believe have read it.

We have mailed the booklet to about 2500 chambers of commerce and about 2000 of the larger banks thruout the country, and we believe the booklet is read and studied.

Our members have of course ordered and distributed many thousands of copies, and we have been greatly pleased to note that the booklet is read by many people who then order themselves quantities for distribution among their friends and associates. Not a day passes in which we do not receive letters from people of whom we have never heard before, who enclose a dollar bill or more, to pay for booklets. There is an appeal to everybody in this booklet.

As a result of our widespread distribution of the booklet, we receive many letters each day, and three people in the office are kept busy all the time taking care of correspondence.

We are in touch with trade journals in the various agricultural products and, while some lean away from us, most of them have given us splendid support, and thus we have reached a big field of readers. We have also had some good newspaper stories at various times, which have reached millions of readers. But, it takes money to carry this on as a sustained effort,

and very few papers have realized as yet that it is the "middleman" who pays the bills for advertising, and that they should be interested in maintaining a status quo, and not be even a silent partner in the upsetting of our national economic structure.

We have now on our desk, invitations to speak at fourteen conventions during February, and if we had the time to devote, we could easily fill speaking dates for all our waking hours. This will show the immense interest in our work.

We are now signing up members, and would like to hear from more. The dues are modest. We find that a uniform scale cannot be applied, on account of the variation in size and importance of national as well as state organizations, and also of firms and corporations. The dues for individuals who want to be on our mailing list are very reasonable. We must of course realize that it takes money to represent properly these important issues.

We are very much interested in seeing that at least 200,000 copies of our booklet are distributed. They cost 4 cents each delivered, in lots of 25 or more. We must have volunteers in every state to do this, someone to organize the distribution and raise money to pay for these booklets. W. F. Jensen, President.

Dust Explosions of 1927.

Dust explosions decreased in number during the past year, there being only five reported in the Journal. The year previous there were eight, and, in 1925, five. There has been no loss of life in any of the explosions for the past three years.

The explosions reported during the past year were:

Jan. 25—Cedar Rapids, Ia. Quaker Oats Co. feed mill and contents destroyed. Loss, \$50,000 on building and \$100,000 on contents.

June 26—Irvine, Ia. Blaha Bros.' elevator. Loss, \$8,000.

Aug. 27—Pillsbury, N. D. Pillsbury Elevator Co. No fire and no damage with the exception of scattering wheat.

Dec. 12—Atchison, Kan. Pillsbury Flour Mills Co. Slight damage. Two operatives suffered slight burns.

Dec. —Ft. William, Ont. National Elevator Co. Little damage.

The explosions of 1926 were reported on page 157, Feb. 10, 1927, and those of 1925 on page 215, Feb. 25, 1926. All prior explosions were listed on page 52 of Jan. 10, 1925, number Grain Dealers Journal.

Trading in futures on the Chicago Board during January included 298,582,000 bus. wheat, 470,789,000 bus. corn, 56,841,000 bus. oats and 15,520,000 bus. rye, total 841,732,000, against a total of 930,949,000 bus. for January, 1927.

A Corn Pool Which Has Not Paid.

In the heart of the normally prosperous corn territory that surrounds Sterling, Ill., lives an ambitious farmer named Mat Grennen. About three years ago Mat figured out a plan for farming the farmers, and has been valiantly fighting for his self-appointed cause ever since. He conceived an idea for a huge Corn Growers' Pool. One-twelfth of the crop was to be marketed each month. All the elevators were supposed to install shellers and do the shelling for the farmers, and, presumably, were to supply the storage facilities.

Evidently, other pool promoters had the jump on Mat, tho his own community supported him well enough, something like 40 farmers signing up and paying the requested fee. In addition, many merchants in towns of that vicinity felt compelled to join as associate members at \$5 apiece.

Mat went to Washington several times in an attempt to get political aid, but was never able to accomplish anything. Politicians seemed to have guns of their own that they wanted to fire. Newspapers proved none too liberal with their space.

Several meetings were called at various points in Illinois, but the farmers evidenced no interest in the movement. Accordingly, it is little known and little considered outside of the immediate community where it originated. Perhaps it is just as well for the corn growers. Up to the present, Mat is the only one who has received anything from the scheme, and he has paid out more than he received.

Insurance Notes.

The Millers' Mutual Fire Insurance Ass'n of Illinois held its annual meeting at Alton, Ill., on Feb. 8.

Kansas City, Mo.—Officers of the Western Millers Mutual Fire Insurance Co., re-elected at the annual meeting held here Jan. 10, include: L. S. Mohr, Zenith Milling Co., Kansas City, pres.; A. J. Eisenmayer, Eisenmayer Milling Co., Springfield, Mo., vice pres.; E. D. Lysle, J. C. Lysle Milling Co., Leavenworth, Kan., treas.; and Charles H. Ridgeway, Kansas City, sec'y. The terms of four of the directorate expired, however they were re-elected.

Louisville Firms to Pay the Higher Rate.

The federal court gave judgment against S. Zorn & Co., for \$15,000, Callahan & Sons for \$6,000, Bingham-Hewett Grain Co. for \$4,000, and H. Verhoeff & Co., for \$2,500 in favor of the Chesapeake & Ohio R. R. Co., being the difference between the locals due and the thru rates paid on grain from the North reshipped East and South thru Louisville, Ky.

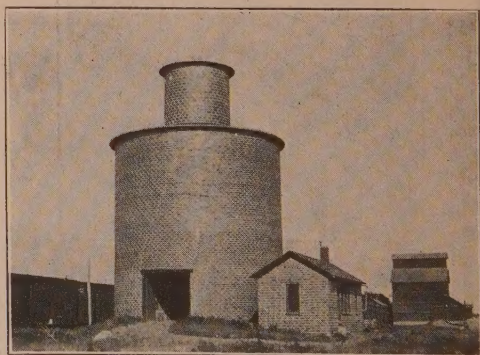
The railroad company's claims for \$9,000 on other shipments were not allowed by Judge Dawson, who on Jan. 25, held the grain firms were entitled to thru rates on those.

Burning of Another Fire-Proof Elevator.

On the night of January 23rd the fire-proof elevator of the Smithfield Equity Exchange at Smithfield, Nebr., was discovered to be on fire. The elevator was built of vitrified tile and concrete with steel beams over driveway, doors and windows. Shortly after midnight flames were discovered coming out of cupola windows. Persons who arrived on the scene shortly after the alarm was given were of the opinion that the fire was confined to the leg and the cupola. The wood leg casing was pretty well burned, while the wood floor and other combustible material on the ground floor were as yet undamaged, but burning timbers falling from above burned continually.

The night was very cold with a strong northwest wind blowing a gale. The motor had not been run later than 4 P. M. the previous day. The building was insured for \$8,000; the grain for \$2,500. However the value of the grain on hand amounted to only \$1,800. All insurance was paid in full. The tile office was detached from the elevator, but as it was directly south of the elevator it was quickly set on fire when the strong northwest wind blew the flames thru the doorways after the wooden doors had been consumed. Everything of value was removed from the office.

The manager of the elevator, Russell J. Junkin, writes: "We expect to rebuild, but no more tile. The new building will be cribbed iron clad with small storage capacity, but rapid handling facilities."



Tile Elevator of Equity Exchange, Smithfield, Nebr., Burned Jan. 28th.



FIRE BARRELS

not only provide an effective method of fighting fire, but affect a material reduction in the cost of insurance. And when filled with a solution of

High Test Calcium Chloride

they are protected against freezing and evaporation. You need these safeguards. Write for further particulars.

Carbondale Fire Equipment Co.

Carbondale, Penn.

Do Not Take Chances

on verbal contracts for future delivery of the grain you are now purchasing. Mr. Farmer is very liable to forget them if the market should advance or his crop be a failure. Our Duplicating Grain Contracts will save you time, worry and money and should be used on every purchase.

They certify the Farmer "has sold Bushels of at cents per bushel, to grade No. to be delivered at on or before They also certify that "If inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted."

Put up in books of 100 sets. Originals of bond paper are machine perforated so they may be easily torn out, while the manila duplicate remains firmly bound in the book. Both sheets contain a printed form on the back for entering each load delivered on the contract. Check bound with 3 sheets of carbon. Order FORM 10 DC, Price \$1.15. Weight 1 lb.

Triplicating book is same as 10 DC and contains 100 additional copies of the contract printed on strong tissue and 4 sheets of dual faced carbon. Order Form 10 TC. Price \$1.40. Weight, 21 ozs.

Grain Dealers Journal

309 South La Salle St. Chicago, Ill.



EVENTUALLY

all elevator owners will realize it is better to buy lightning protection once than to pay annually for lack of it. The increased insurance cost on the unprotected elevator will pay for the protection in from one to four years and a return thereafter of from 25% to 100% on the money invested.

Grain Dealers National Mutual Fire Insurance Co.

Indianapolis, Indiana

J. J. FITZGERALD
Secretary-Treasurer
Indianapolis, Ind.

C. R. McCOTTER
Western Manager and Ass't Secy.
Omaha, Nebraska

Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA

J. A. KING, President
A Legal Reserve Mutual Fire Insurance Company

TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO.

LUVERNE, MINN.

We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.
OVER HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 26 YEARS
ASK ABOUT OUR SAVING PLAN

E. A. Brown, Pres.
W. J. Shanard, Vice-Pres.

W. Z. Sharp, Treasurer
E. H. Moreland, Secretary

What's Wanted?

The quickest way to supply your needs is to tell your wants to a sympathetic audience.

The "Wanted and For Sale" pages of the GRAIN DEALERS JOURNAL affords the largest and best medium to make your wants known.

Read what satisfied customers say:

"It pays to advertise in the GRAIN DEALERS JOURNAL. We have had several desirable replies to our Help Wanted ad."—Bloomington Mills, Bloomington, Ill.

"You need not insert our ad. again as we have found a boiler."—Hoerner Elev. & Mills Co., Lawrenceville, Ill.

"We have secured all the help we need from our adv. in the JOURNAL. We have probably received 40 or 50 replies, and are much pleased with results."—Clovis Mill & Eltr. Co., Clovis, N. M.

The charge for such announcements is small—only 25c per type line. Try them. Supply your needs quickly.

Grain Dealers Journal

309 So. La Salle St. CHICAGO, ILLS.

A MILLER wrote to a Mill Mutual Company:

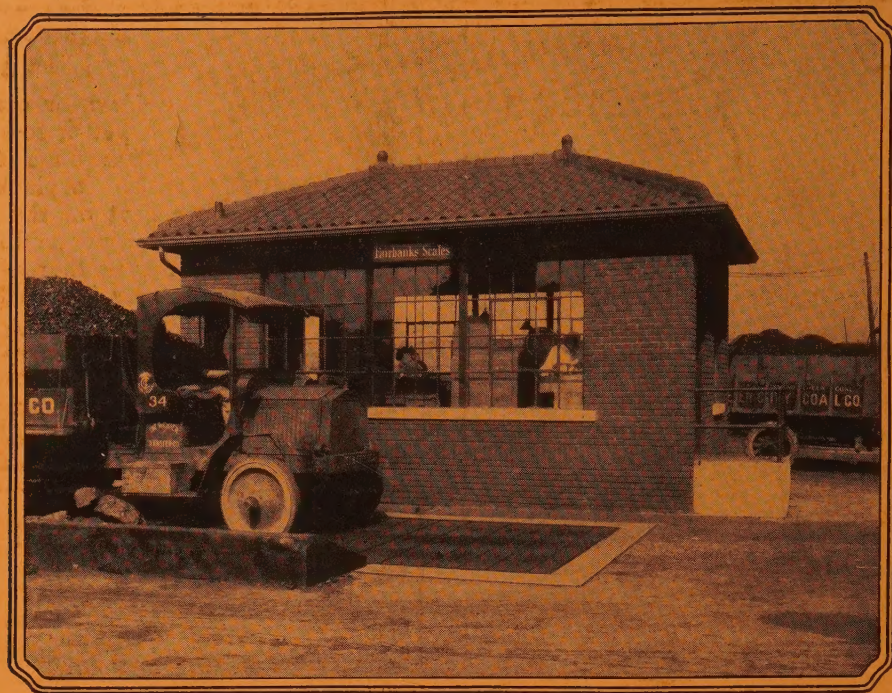
"If you discarded your insurance feature, I would still be willing to pay my insurance cost for the benefit of your company's inspections."

The service given by the Mill Mutuals is of far greater importance than any saving in cost.

Many realize this and when any insurance problem arises they at once discuss it with their Mill Mutual Company or the

Mutual Fire Prevention Bureau

230 E. Ohio Street
Chicago, Ill.



Will your truck scale be equal to its duty?

EXCEPTIONAL sturdiness is required in your auto-truck scale. It must handle heavy, moving loads—loads that are unevenly balanced, for between 70 and 95 per cent of the truck load centers on the rear wheels.

Yet sturdiness must be combined with sensitiveness, if the scale is to give the desired accuracy. And for economical maintenance this sensitiveness must be *lasting*.

Years of experience with scales in all classes of service have proved that no scale construction so satisfactorily meets these requirements as the Fairbanks Type "S" construction—perfected first in Fairbanks

railway scales and subsequently adapted to the truck scale.

In the Type "S" scale, the suspension platform system transmits the load accurately, and, when relieved from disturbance, always returns to normal position by gravity—a condition necessary for permanent sensitiveness and accuracy.

Only in Fairbanks Scales is Type "S" construction obtainable. The Fairbanks Type "S" Auto-Truck Scale is made in capacities for practically all requirements and is furnished either with beam or direct reading dial.

Write for descriptive bulletin.

FAIRBANKS, MORSE & CO., CHICAGO

And 40 principal cities — A service station at each house

Fairbanks Scales

Preferred the



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